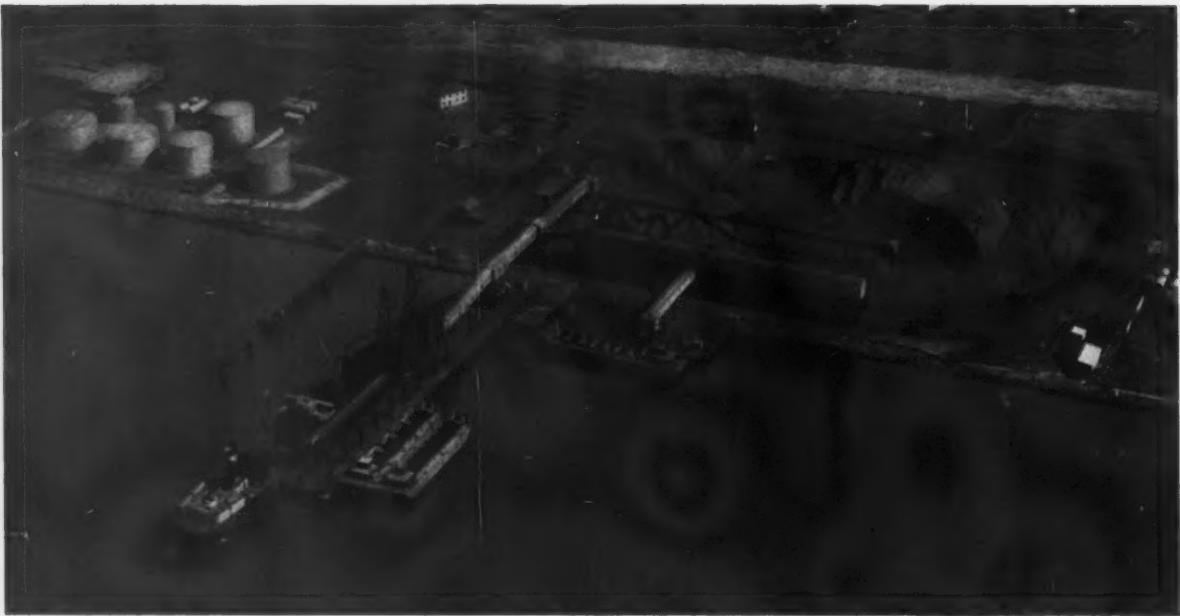


CONNECTICUT INDUSTRY



BRIDGEPORT BUSINESSMEN TEACH THEMSELVES TO SPEAK—NOT BY MOUTHING PEBBLES LIKE DEMOSTHENES OF OLD—BUT WITH MOVIES AND SOUND RECORDS (See page 6).

JANUARY 1942



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JANUARY 1942

CONNECTICUT INDUSTRY
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EDITORIAL

On January 1, I assumed the presidency of the Association to which you, the members, elected me in November of last year. That was a month of momentous happenings which now appear insignificant and are over-shadowed by the happenings of the last few weeks. The year 1942 is one in which the mettle of men will be tested as never before in the history of the country. Problems will arise which will call for the utmost in the exercise of sound judgment to the end that both the war and the peace may be won.

I am fully cognizant of the responsibilities which are mine as president of the Association. I assume that I will make mistakes because I know that I cannot be infallible but I undertake the task with humility and a firm desire to serve you and our state to the utmost of my ability. I take deep comfort in the fact that I shall have the benefit of the advice of a splendid group of hard-headed, practical business men whom you have elected to membership on the board of directors. I take comfort in the fact that I know that I can at any time communicate with any one of you on any matter on which advice is needed.

We have an important job to do and, with your help and God willing, we shall try to carry it through to a successful conclusion.

ALFRED C. FULLER,
President.



HEARD AT THE N. A. M. CONGRESS

From "OPENING REMARKS"

*By Robert L. Lund, Exec. Vice-President,
Lambert Pharmacal Company*

"This—the forty-sixth Congress of American Industry, the annual convention of the National Association of Manufacturers—is momentous beyond any that have gone before.

"The problems we convene to discuss are more than the problems of industry; they are the problems of America. Crucial and complex as they are, they will not easily be solved. In the brief days we are gathered here we shall do well if we but throw them into bold relief, define their nature and stress their urgency. In greater part, responsibility for their solution rests with the government, which alone wields the power to deal with them conclusively.

"We are fortunate to have as advisors on this program the leading defense heads at Washington. Industry is wholeheartedly behind these men in this gigantic job of shifting from peace to war time production. We pledge them the full measure of our cooperation.

From "THE EMERGENCY AND COMPETITIVE ENTERPRISE"

*By J. Howard Pew, President, Sun Oil Co. and
National Vice-President of the N. A. M.*

"In the best and vital interests of our country we dare not take for granted that it is necessary for Government in time of war to control our total economic effort. The Army and Navy know better than you and I what is needed to defend our country by force of arms, and we yield to them to direct that effort. But we know how to produce, and we owe it to our country to insist on maximum production.

"Therefore, if business men are to respond to pure patriotism, they must resist any effort to destroy that competitive urge in this hour of great need. We must resist any such effort from any direction on the part of any misguided individual or group of individuals, inside or outside of Government, no matter how sincere they may be.

"It is our patriotic duty to call attention to errors that may be contemplated or performed, and insist on their avoidance and correction."

From "INDUSTRIAL DICTATORSHIP"

By Otho M. Graves, President, The General Crushed Stone Co.

"The course of events in the next few years will reveal whether the private enterprise system will emerge from the post-defense years as dominant in our economy, regulated to the extent required in the public interest, or whether government-owned, or controlled enterprise, or both combined, have so dominated the economy, that individualism will have been displaced by some form of collectivism. We may well fear that the present trend is in that direction. Unless private enterprise becomes but a hollow mockery, this trend must be reversed by the force of public opinion and capable leadership."

"Despite the dangers which confront our economic system, I am fully optimistic as to the future because in the long run I believe in the level-headedness of our elected representatives, and further because I believe in the broad statesmanship of the leaders of industry."

From "THE PUBLIC, MANAGEMENT AND DEFENSE"

By Dr. Claude Robinson, President, Opinion Research Corp.

"Beginning with the strike in the captive coal mines, Dr. Robinson said, 'Labor leaders have increased their pressure for more authority by demanding the closed or union shop, but the unions are in the anomalous position of seeking greater power before they have demonstrated to the public that they can handle the responsibility they already have.'

"The public is overwhelmingly opposed to the closed shop, with 59 percent voting against it in June, 1937, according to the Gallup Poll, and 77 percent against it in October, 1941.

"The stake you are playing for, is public acceptance of your leadership. I, for one, refuse to believe that the brains that have constructed the American 'high wage' system will fall down on this problem of winning and holding a majority following."

★ ★ ★

From "LABOR AND LAW"

By William Hard, Editorial Staff, The Reader's Digest

"Management is the potential salvation of democracy. Management is the central strategic element in our

"No ruling class ever survived on the bare principles of its rights. It survives, if it does survive, by having also a largeness of mind, a breadth of sympathy, a generosity of action, that merges it—above itself—into the service of all other classes and of its country. If it consults just its own rights, just its own achievements, just its own desserts, it perishes."

★ ★ ★

From "PRICE CONTROLS"

By Leon Henderson, Director of the Division of Civilian Supply

"I measure my words when I say that price control under the Administrator framework provided by this bill will inevitably fail. Now I know that effective price control legislation is a bitter pill for a free people to swallow, and I have never gainsaid that in anything that I have ever had to present. That conclusion is all too obvious from the debates last week in the House of Representatives, but I know this, too, and so do you, as business men: The bill which the House passed is an ineffective compromise, and I don't think you can compromise with inflation. It may be that the cure is worse than the disease. That is an honest issue, and we can debate that. But if the cure, is to be preferred to inflation, compromise will yield a bitter harvest of both restrictions and inflation."

I am quite frank to confess that with our house on fire, we can't have a strike in the fire department and refer the dispute to conciliation. If strikes can't be stopped during a period of emergency in any other way than by law, then it should stop them.

"I know that the overwhelming desire on the part of labor is to go to work. We know we can't win without the support of labor. We ought to do everything we can to make them understand what is going on, what the requirements are, how much we can do if we really all get together and attack this job right."

★ ★ ★

From "KEEP INDIVIDUAL FREEDOM WITH FREE ENTERPRISE"

By E. T. Weir, Chairman of the Board, National Steel Corporation

"Let us proclaim the profit motive as the keystone of private enterprise. The profit motive is four-square with human nature. There had BETTER be profits during the next few years. By that I mean, government had BETTER leave some surplus in the hands of business and individuals. During the late depression, American private enterprise spent 30 billion dollars from reserves to ameliorate the disaster. Business should not regard present profits as applicable to the present. At least

Editor's Note: In an atmosphere of urgency that was to break two days later into open warfare, the 46th Annual Congress of American Industry—the greatest of them all—came to a climactic close Friday night, December 5, in the Grand Ballroom of New York's Waldorf-Astoria Hotel. Manufacturers from 42 states and Canada packed the spacious ballroom for the annual dinner that brought to a close the

most successful and momentous Convention in the history of the National Association of Manufacturers. Against a backdrop of gathering war clouds, manufacturers heard dozens of significant speeches from their fellow defense-makers, from top government officials, and from men of high stations in public life. Pertinent excerpts from some of these speeches are reprinted herewith.

economic civilization. Management—industrial and commercial management—has to deal with banking to get credit and capital. It has to deal with agriculture and mining to get raw materials. It has to deal with labor to get contented consumers. It is the only element among us that has to deal with all the other elements among us. It is the pivotal class. It is, or was, the economic ruling class. And I tell you a thing you know:

From "PRODUCTION"

By William S. Knudsen, Director General, Office of Production Management

"I don't want to be severe with labor; I have dealt with them all my life; I have been one of them, but I think any fair-minded observer will say that the facts will prove what I have said. I have up to now supported the contention that it was not necessary to strike in the United States, and

50 percent of present profits should be regarded as a bookkeeping entry to be set aside against the depression that is as inevitable as the rising of tomorrow's sun.

"Certainly if private enterprise is not able to help ameliorate the conditions we can expect at the end of the war, that will be the end of private enterprise. Government will be the only thing left."

(Continued on page 30)

BRIDGEPORT SPEAKERS' CLUB HELPS MEN IN INDUSTRY PUT THEIR STORIES ACROSS

Editor's Note: Bridgeport's two-year-old speakers' club is a model of its kind, having helped many local businessmen in key or executive positions to speak more effectively—put their thoughts into clear, concise phrases. The club has expressed its willingness to help similar groups organize in other cities by staging typical class sessions. Requests sent in to this publication will be turned over to the club's president, A. J. Griffin.

BUSY businessmen in Bridgeport have found such a valuable aid to their job efficiency that they have built a club around it. The tool of speech is often used but seldom developed. So felt Francis T. Whelan of Manning, Maxwell & Moore in Bridgeport, who opened a class for local industrialists three years ago after conducting speaking courses in several

local industries. In 1940, he gave a similar course.

From these two courses grew a nucleus of men interested in public speaking, men willing to offer their time and money to help others obtain the advantages of proper speaking. As a result they formed the Industrial Speakers' Club to meet monthly. Dues were set at \$1.00 each meeting, at



CLUB President, A. J. Griffin of American Chain & Cable Company, making voice recording during actual class.

which every member was required to present a three-minute talk. Finally the idea evolved of sponsoring a "streamlined" speaking course for Bridgeport business men. A professional photographer who happened to be one of the group donated his equipment for taking pictures of the would-be speakers; another fellow interested in making recordings was placed in charge of the sound end. Two more were appointed to act as a critics' committee and score each speaker. Other members put to use their special talents.

Last October, with the cooperation of a local newspaper, this unique opportunity for learning something useful was offered to 25 persons. Since each man had to speak three minutes and each talk had to be carefully analyzed, such a limit was necessary; but because of the overwhelming demand, 32 members were eventually admitted. The charge for the entire course was placed at \$10 or \$1 a lesson, including records, films, instructor, and hotel. Club members charged nothing for their time.

Meetings take place the first three Tuesdays in the month. On the fourth Tuesday the regular club meeting is held. New additions to the membership are made from the industrial classes, but only those sincerely taken with the idea of public speaking are asked to join.

The results of this self-improvement activity are already evident. One member, recently elected president of the

(Continued on page 25)



THIS GROUP picture shows all but three members of the Bridgeport Industrial Speakers' Club. First row, from left to right: H. Carter, Secretary, Singer Manufacturing Company; A. J. Griffin, President, American Chain and Cable Company, Inc.; F. T. Whelan, Advisory Chairman, Manning, Maxwell & Moore; S. Lasto, Treasurer, Lacey Manufacturing Company. Second and back row, left to right: E. J. Kees, Singer Manufacturing Company; R. Meyers, Remington Arms Company; C. Speakman, Underwood-Elliott-Fisher Company; R. Harrington, Lacey Manufacturing Company; W. Shaffer, J. & B. Chain Company; H. D'Angelis, Bullard Manufacturing Company; R. Langdon, West & Langdon (Hardware Wholesaler); M. Reed, American Chain & Cable Company; H. Gillman, Singer Manufacturing Company. Missing are P. Schauman, Purchasing Agent, American Chain & Cable Company; P. Meshburg, American Metal Products Company; N. O'Shea, Remington Arms Company.

CONNECTICUT AT WAR

Editor's Note—"For the duration" this department will keep readers posted on the prominent role Connecticut manufacturers are playing in winning the final victory.

WINCHESTER REPEATING ARMS has been awarded a contract for ammunition in the amount of \$32,000,000. Garand rifle production is currently up to schedule.

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AMERICAN ORDNANCE of New London has received a lease-lend contract to construct 100 Y-guns and 3,000 spindles which will be consigned to the British Navy. The guns are used to fire depth charges; the spindles are extendable parts on which the depth charges rest when in firing position and are thrown out from the gun along with the charges. The guns and spindles will be built under sub-contracts, with Hartford firms being given the work. Finishing work will be done by the corporation at Niantic and the guns will be tested at East Lyme.

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MAGNESIUM CORPORATION of America, Stamford, which was ordered by city and state authorities to close its Beckley Avenue plant, signed stipulations by which the temporary injunction granted the firm against the city is vacated. The company obtained the injunction in the City Court on the plea that the order closing the plant would prevent the completion of contracts for tracer bullets for the War Department. The corporation had been ordered to vacate because of numerous dangerous fire hazards.

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BULLARD of Bridgeport has received a \$593,300 contract for vertical lathes from the War Department. E. C. Bullard, vice president and general manager, said that the demands of Russia and Britain indicated that the Bullard Company would continue to get orders.

War Production on the March

(Below is a panoramic survey of the wartime industrial activities of key Connecticut cities.)

ANSONIA—Over \$3 millions held in war orders, especially for submarine and merchant ship parts.

BANTAM—is making aluminum airplane seats for the Government. Over 200 workers have been attracted to this little town.

BRANFORD—has about \$1 million in war contracts, mostly for iron castings for guns.

BRIDGEPORT—With a backlog exceeding \$400 millions, chiefly for airplanes, ammunition and ordnance, this city's production is at least 50% higher than last year's and twice as great as its World War I effort. About 22,000 workers were employed during 1941, making a total of approximately 70,000.

DERBY—is producing machinery, gears, freight vessels and submarines.

EAST HARTFORD—An important aircraft town holding over \$500 millions in war contracts for engines and propellers.

HARTFORD—Comparable to Bridgeport in its rate of production increase. Nine out of every ten manufacturers are busy on aircraft parts, ordnance, electrical equipment, and special machinery. A large number of workers has moved into the city.

MERIDEN—Making lights, airplane carburetors, communication equipment, and silverware for the Government.

MIDDLETOWN—Concentrating on brake linings, foot wear, marine hardware, and munitions.

NAUGATUCK—has contracts amounting to \$20 millions for airplane instruments, ordnance and ammunition. Construction is under way of a \$2,500,000 synthetic rubber plant.

NEW HAVEN—With one order for Garand rifles totaling \$65 million, this city has over \$100 million in contracts for ammunition and ordnance. 1941 employment increased by half.

NEW LONDON—Its suburb Groton is making \$140 millions' worth of submarines (at the rate of two a month). Three plants in the city proper are manufacturing machine tools, shells and turbines. The Government is spending considerable money on improving the Submarine and Coast Guard bases.

THOMASTON—has about \$3 millions in contracts, divided between the clock company and a large rolling mill.

WALLINGFORD—Orders for cartridge clips, cutlery and steel amount to more than \$3 million.

WATERBURY—Like Bridgeport and Hartford, this city has jumped its wartime production about 50%. Principal items in \$100 millions' worth of contracts are hydraulic gears, electrical equipment, ammunition, and ordnance. 5,000 workers have migrated there in the past few months.

WEST HARTFORD—An important defense locale, making machine tools. Employment totals about 8000, and production last year was 50% higher than in 1940.

CHARLES L. MORRIS, engineer and test pilot at Vought-Sikorsky division of United Aircraft, revealed at the monthly meeting of the Bridgeport division of American Society of Mechanical Engineers that construction of a second Sikorsky helicopter for the Army is under way. Mr. Morris fore-saw the use of the helicopter as an instrument of personal transportation which would in the future compete with the auto. He stated, however, that the helicopter would never compete with the modern fixed-wing type of plane as far as freight, multiple passenger service or long range flights are concerned.

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EMPLOYEES' ASSOCIATION of Yale and Towne in Stamford has made protest to the OPM ruling banning use of copper and brass without priorities rating. Officers of the association fear that unless the plant is permitted to use these metals more than 1,000 workers will lose their jobs.

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THOUSANDS OF NEW HAVEN WORKERS face lay-offs, and every non-defense plant faces a complete or almost complete shut-down. This is being proved by events at Sargent & Co. where 350 have been laid off. The management blames stringency of the Government ban on use of copper for non-defense work.

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EDWARD INGRAHAM, president of the E. Ingraham Company, disclosed that the manufacture of the eight-day pendulum clock, which it has made for over a century, and the manual starting alarm clock has been discontinued, in order to overcome the difficulties resulting from priorities. Mr. Ingraham pointed out that OPM has been kept fully informed of the situation so far as the clock business is concerned, and that at present a committee representing the clock industry is working with OPM on a questionnaire which will enable them to make a study of the industry on the basis of which they can determine whether the clock industry is entitled to priorities or allocations.

HIGH STANDARD MANUFACTURING of New Haven celebrated a year of outstanding achievement in war production when it turned over to the Ordnance Department its 10,000th machine gun. The company has steadily stepped up production until today it is turning out better than 2,500 guns a month in a plant designed for only 1,000 guns a month. Deliveries on the original contract are seven months ahead of schedule.

★ ★ ★

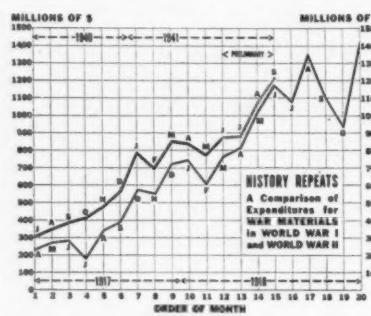
CONTRACT FOR IMMEDIATE construction of 86 additional temporary dwelling units in Hartford has been awarded to Allied Housing, Inc. The units, to be built on the site of Airport Homes, will consist of 36 duplex and 14 single homes. The FSA is also pressing preparations of contract proposals covering 80 demountable defense dwelling units in East Hartford near the Pratt and Whitney aircraft plant.

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BIGELOW-SANFORD of Thompsonville now operates "24 hours a day, six days a week making tools, parts and gears", according to John A. Sweetser, president. The company is also producing blankets for the Army.

★ ★ ★

MONEY FOR WAR MATERIALS is being spent faster in World War II than in World War I, according to the Bureau of Research and Statistics, OPM. Owing to a lower price level, America is probably getting more for every dollar disbursed than in '17 and '18. Increased industrial efficiency has broadened each worker's productive capacity.



The annual rate of American armament production still falls 6-12 billion man-hours short of the effort needed to close the gap between Axis and Allied war production, according to a recent study made by the Farrel-Birmingham Company of Ansonia. The present production rate approximates five billion man-hours, while the need, the study estimates, is from 11-17 billion. The Axis powers can muster 24-32 billion man-hours, as compared to a total of 13-15 billion for the British Empire.



The American Iron and Steel Institute estimates that the Allies can produce twice as much steel as Axis countries, with the U. S. able to turn out 50% more steel than all Nazified countries lumped together. Even if two-thirds of the Russian capacity fell into German hands, the Allies could nevertheless make 60% more of the sinews of war than their enemies. At the start of 1941 America's steel industry had a yearly capacity of 88 million tons; the British Empire's was nearly 21 million; Russia's, nearly 22 million.

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SEVERAL LOCAL PLANTS are already in maximum production. Norman V. Clements, United Aircraft publicity director, said "our corporation has been on a seven-day week for more than 18 months." Colt's Patent Firearms is also operating seven days a week. Charles B. Cook, vice-president of Royal Typewriter, said his company was not planning to go on a seven-day schedule.

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REPLACEMENTS for men in war industries who may be called in the

(Continued on page 28)

THE HEALTH SIDE OF DEFENSE

III—The Dust Hazard in Industry

Editor's Note: This is the third in a series of timely articles discussing industrial health, a subject which takes on more and more significance in this hour of national peril when every man is needed at his industrial "battle station."

ATMOSPHERIC dust to which workers in various industries may be exposed presents the most serious of the occupational disease hazards. Nearly half of the 100 classifications, into which Connecticut industries may be conveniently grouped, include operations which present potentially hazardous exposures to dusts capable of producing dust diseases of the lung, or pneumoconiosis. The factors which determine the capacity of a dust to produce injury to health have been shown to be its composition, the quantity or concentration present in the air breathed, its particle size, and the duration of exposure.

Exposure to dusts containing an appreciable percentage of free silica is particularly hazardous, producing a fibrous type of pneumoconiosis known as silicosis. The severity of the hazard increases with the percentage of free-silica contained in the air-borne dust. It is therefore essential that the free-silica content be determined in order that the hazard presented by exposure to a known atmospheric concentration may be accurately evaluated. Exposure to dusts containing high percentages of free-silica, 90 percent or more, should not exceed concentrations of 5 million particulates per cubic foot of air if injury to health is to be avoided.

The concentration of dust in the atmosphere may be determined by any one of several methods. Of the many instruments devised for this purpose, the impinger apparatus has been the most commonly used in this country, and has proved to be well-adapted to all-round industrial dust sampling. Other instruments which obtain grab samples, rather than average concentrations over longer sampling periods, as determined by the impinger, are of considerable value in some instances. If the results of an impinger sample show the average dust concentration over a 30-minute sampling period to be high, a grab sampling instrument may be used during the longer sampling period to determine which operations are contributing most of the

dust. The instrument which takes a grab sample may be used to advantage routinely for control purposes after the effectiveness of dust control measures have been established. Both types of instrument are based on the quantitative removal of dust from a measured volume of air and counting the dust particles under the microscope. Knowing the volume of air sampled and the number of particles which it contained, the dust counts are converted to millions of particles per cubic foot of air, in which terms dust concentrations are usually expressed.

Since dust particles greater than 10 microns in longest dimension are seldom found in the lung, only particles smaller than this are included in counts made on atmospheric samples. Investigation has shown that only a small percentage of dust particles in industrial atmospheres exceed 3 microns in size. A greater number of larger particles are usually found in the immediate vicinity of sand blasting, rock drilling, grinding and other similar mechanical operations which throw them into the atmosphere. These remain suspended in the air for only a short time, however.

Exposure

The duration of exposure required to produce injury to health varies appreciably with the type of dust and the concentration breathed. Investigations have shown that workers may be exposed to less than 9 million particles of granite dust per cubic foot of air for prolonged periods without risk of serious injury. Similar studies in the asbestos industry have shown that concentrations of asbestos dust below five million particles are safe even though the worker may be exposed repeatedly for a number of years. Concentrations greater than 20 million particles per cubic foot, however, would be considered hazardous for an exposure of more than five years.

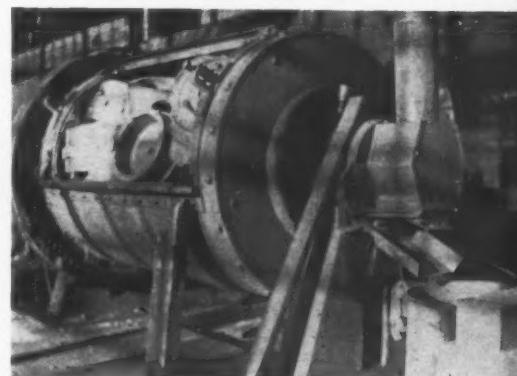
In evaluating the hazard presented by exposure to any industrial dust, it



DOUBLE PROTECTION is afforded this operator of a monotype melting furnace: the ventilated hood and the lead dust respirator which he wears while dressing.



TAILOR-MADE is this protective hood for buffing operations.



THIS LARGE tumbling barrel is ventilated properly through a bearing trunion.

is important that these four factors be carefully considered and that all measurements taken are representative of normal operating conditions, or that any deviation from the usual are recognized as such. Conditions in departments or other plant areas where atmospheric samples are to be taken may be subject to certain variations from day to day. Certain operations, or type of product manufactured, may be peculiar to certain days of the week. Windows may be open when they are kept closed ordinarily. It is of utmost importance that such observations be noted and used in later evaluating the hazard. It is frequently desirable to know the degree of exposure under the most severe conditions as well as those which exist during average, or representative conditions, but in any case all these items should be carefully considered in the final evaluation of the hazard.

In determining the extent of the hazard presented by exposure to any mineral dust, it should be kept in mind that industrial dusts usually exist in the atmosphere as mixtures and vary appreciably in their capacity to produce lung damage. Prolonged exposure to excessive concentrations of any dust are likely to produce serious effects, sometimes in a rather subtle manner after conditions readily traceable to dust have disappeared. As a safeguard against this large group of mineral dusts, which are too frequently regarded as inert or innocuous, the National Bureau of Standards in the American Standard Safety Code for the "Protection of Heads, Eyes, and Respiratory Organs" states that no worker be continuously subjected to an atmosphere containing any form of mineral dust in quantity exceeding 50 million particles per cubic foot of air, as determined by the impinger method.

Control Methods

The effective control of silicosis and other dust diseases depends upon the close cooperation of the physician and engineer. After the presence of a hazardous condition has been established, the engineer should be called upon to reduce the dust concentration to limits which are known to be safe. After the institution of control measure is completed and their effectiveness tested by additional dust determinations, the problem of further control is a responsibility of the physician. Through periodic medical examination and selection of the proper type of personnel for dusty jobs he is able to safeguard



THE NAVY "E" might well be awarded the firm which made this excellent hood and exhaust arrangement for grinding operations.

the workers' health. Thus the physician, through periodic examination, maintains a high level of resistance to dust among the plant workers and is provided routinely, at the same time, with information of inestimable value as a continuous check on the effectiveness of dust control measures.

The principal engineering methods used for controlling industrial dust hazards are (1) the substitution of less injurious for more harmful materials, (2) segregation of dusty processes from other plant operations, (3) enclosure of dust-producing operations, (4) prevention of dust formation through the use of wet methods, (5) preventing the escape of dust by provision of local exhaust ventilation near the point of dust generation, (6) personal protection through the use of respiratory protective devices, and (7) housekeeping.

Since some dusts are less hazardous than others, the substitution of a less harmful for a more injurious type of substance may be effective in reducing the hazard, or even effectively controlling it in other cases. A recent application of this measure may be illustrated by the substitution of pumice for ground free-silica (quartz), which a number of dental laboratories had been using unknowingly until a study was made of the industry. Either material produced equally satisfactory results as an abrasive used for polishing artificial dentures.

Dispersion of injurious concentrations of dust, into the atmosphere

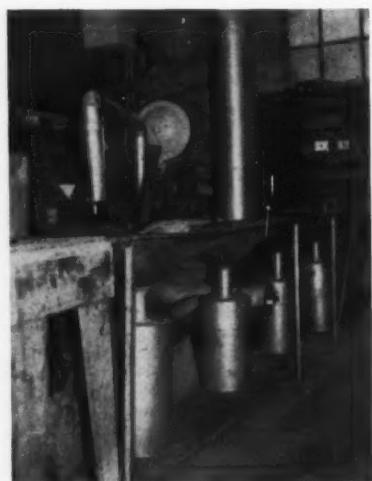
breathed by the worker, may be prevented by one or a combination of several tried methods. Sand-blast rooms are an example of segregation, in which case the dust-producing operation is separated from workers in surrounding areas. The dust-tight construction of the booth prevents dispersion of dust to the workers outside, while adequate protection is provided the operator inside the blast-room by the use of a hose mask which provides an adequate air supply.

The control of dust produced by certain dust-producing operations is frequently effectively controlled by complete isolation or enclosure of the process. This type of control is used to advantage in enclosed tumbling barrels, various types of blasting cabinets and other abrasive blasting equipment where the operation is enclosed to the operator as well as to other workers in the area.

Wet methods of dust control are perhaps most commonly used in rock drilling, and various other mining and tunneling operations. The combined use of isolation and wet methods in rooms recently adapted to the foundry industry for removing cores and adhered molding sand from large castings has effectively controlled the dust hazard usually produced by casting cleaning operations.

In cases where local exhaust ventilation is utilized as a dust control measure, the exhaust hood should be prop-

(Continued on page 28)



DANGER IS avoided here by the provision of down-draft ventilated stations for controlling the dispersion of lead dust.

POST BELLUM

By L. E. SEELEY, Professor of Engineering, Yale University and
Regional Adviser: Engineering, Science and Management
Defense Training 1941 U. S. Office of Education

If we lose the present war we won't need to solve the problems of post-war readjustments. Somebody else will tell us what to do. If we win the war we will have the opportunity to work out post-war readjustments and we'll have to make a good job of it. It won't be easy.

So important does the post-war period appear that much thinking and planning is going on right now. Naturally, planning for an era which lies in the dim future is a speculative undertaking. We may be sure that in this period to come man's basic needs will receive first attention. That only indicates the probable character or nature of the effort, however, and is not a plan. Is there something that can be done *now*—not just planned—which will insure that activities of a specified type may be vigorously pursued the moment that the emergencies due to war are deemed to be over? Is there not some action we can take *now* that will guarantee those post-war activities most important to readjustment? Providing for essential activity which can operate as soon as the new but unknown era is at hand is different from providing a plan which may or may not be applicable.

It requires no proof nor explanation in this day and age when the statement is made that the successful transition of industry back to peace-time pursuits will depend in a large measure upon vigorous research and product development. Research is a specific activity which at some future time should bear in full force upon the peace-time problems of industry. It ought to be provided for *now*. But how?

The Tax Anticipation Bond provides the clue. This bond makes it possible to provide *now* for a *FUTURE* need of a specific character. An extension of this scheme by the U. S. Treasury Department could provide for Research Anticipation Bonds. These could be purchased *now* for a *specific* use (i.e., research) starting at some future time when the emergencies due to war are declared to be over. If these bonds could be treated as an expense of readjusting industry from war to peace-



L. E. SEELEY

time pursuits, then such expense would be treated as other expenses in the calculation of profits, taxes, etc. The Treasury Department could easily make the purchase of Research Anticipation bonds attractive to industry. Although there would be some loss of income to the Treasury, it should be noted that a fund or reserve for research necessary to produce great activity would not be very large. Research money is usually very produc-

tive. Compared to reserves set up for social security, the research reserve would be small. As a bulwark for the social security reserves it would be mighty.

The other side is that the Government will secure credit through the sale of the Research Anticipation Bonds. It will be as easy to refinance these bonds as any other. The only difference is that the maturity date is fixed by a contingency rather than a precise calendar date. It will not be difficult to guarantee that research and product development get the money. There is now and will continue to be a large number of research workers devoting their efforts along war-time channels. These workers can be kept busy by Research Anticipation Bonds on peace-time developments when the war ceases.

Research is not a panhandler. Its dignity and worth require considerate treatment. Everyone knows of the tremendous research and development work stimulated by war. How can we do less during peace and expect to maintain peace? If we would "win the peace" we must reverse the old preparedness slogan to read, "In time of war prepare for peace".

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CONNECTICUT'S A. V. A.

ESPECIALLY since the 30's, many educators and even employers have been questioning some of the purposes and results of public education. Too many of our youth, they had observed, were failing to hurdle the gap which lay between teacher and boss, between school and work. The result has been individual maladjustment and social waste to an alarming degree. For unless our young men and women are provided with the knowledge and training necessary for placing them in an industrial society, we obviously cannot expect them to grow into self-satisfied and worthy citizens.

Does youth inevitably have to face such an abyss? Do grammar school and high school curriculums go far enough or in the right direction. After all, what good are Latin and history for those who expect to drive trucks or operate machines rather than become academicians? Why isn't it better, socially speaking, to train those who cannot or will not go to college for specific jobs? One answer to these pressing questions, which is proving more and more practical, is vocational training.

During World War I Congress attempted to do something about the tremendous problem of fitting American youth for jobs. Recognizing that a large percentage could not, for one reason or another, receive higher education, the Smith-Hughes Act of 1917 made available training opportunities through the establishment of trade schools throughout the nation. If in the past decade these schools had had adequate finances, the present shortage of skilled labor would have been substantially reduced and Defense production accelerated. But despite the efforts of public and private agencies interested in providing a working future for the rising generation, the necessary support was not forthcoming.

Today the only national organization having as its sole purpose the furtherance of vocational education is the American Vocational Association, which places particular emphasis upon agriculture, business, home economics, industrial arts, industrial part-time schools, vocational guidance and rehabilitation. Centered in Washington, this organization has branches in every state, Alaska, Hawaii, the Philippines, Puerto Rico, and Canada. The office of the executive secretary, Dr. L. H.

Dennis, acts as a clearing house for the dissemination of information regarding national legislation, policies and proceedings relative to the operation and support of vocational education. This office is maintained by the dues of the various branches.

Another function of the executive secretary's office is the publication of the A.V.A. Journal and News Bulletin, in which are found articles by nationally known persons on subjects pertaining to vocational education. Held annually, the national convention brings together all the far-flung representatives for both a banquet and group conferences.

In existence since 1926, the A.V.A. branch in Connecticut is now headed by Carl Gray of Farmington, who has just recently been made state director,



CARL A. GRAY

Division of Contract Distribution, OPM, and who is also president of the Grenby Mfg. Company. Working with Mr. Gray are the following vice-presidents: for industry, Winfield Coe of International Silver, Meriden; for agriculture, John Cerrina, South Glastonbury; for home economics, Miss Dorothy Leahy, Connecticut State University, Storrs. Robert J. Dobbs of the State Trade School in Danbury is secretary, while John D. Clarke of the State Trade School in Bridgeport is treasurer.

Primary objectives of the Connecticut section are 1) to be affiliated with the A.V.A.; 2) to cooperate with the State Board of Education in matters of vocational education; 3) to act as a bureau for the spreading of information to parents and to the youth about available opportunities for vocational training in the state's numerous trade schools; 4) to confer with educational organizations concerning vocational activities.

Preceding Mr. Gray as president have been such prominent men in the state

as Howell Cheney, Ulysses J. Lupien, Charles B. Green, Charles R. Turner, and K. O. Windsor. The present enrollment of 340 members includes representatives from all types of manufacturing, the professions, and the laity. These persons are keenly interested in providing for the youth of Connecticut the kind of education which will enable them to become self-reliant and integrated citizens.

A main activity of the state A.V.A. for the past few years has been the publication of a News Bulletin. Distributed quarterly to some 2200 people, this features outstanding work done by students and unusual trade school programs. The annual state meeting, which usually comes at the end of October, simulates the national convention by attracting people and exhibits from every county. At this year's session, held at Storrs, the Rehabilitation Division gave a demonstration which showed the different types of aid open for the occupationally injured and the successful results of retraining such workers for other jobs. Besides the annual meeting a spring conference is called each year for the purpose of keeping members up-to-date on educational methods and procedures. Commissioner of Education Alonzo Grace has always attended these conferences and whenever possible has explained policy changes proposed or adopted by his group. Industrial representatives also have participated constructively on several occasions.

Another activity was a recent series of 16 broadcasts over radio stations throughout the state which endeavored to portray to the public the actual shop conditions in the trade schools and the results such training produces.

In behalf of the national emergency the A.V.A. is currently playing an important role. The executive secretary has been appointed a special consultant to the Secretary of War, so that the services and experience of the organization have been placed directly before the Army. Dr. Dennis has, in addition, been successful in helping the Defense training centers to obtain priorities on material and equipment.

The shortage of skilled workers caused by the impact of the Defense program upon industry has created an urgent need for training both in and out of our factories. At the start the Training Centers found themselves faced with two diametrically opposed purposes—one, to train youngsters for the kind of jobs they desired; the other,

(Continued on page 27)



NEW DEPARTURE'S INDUSTRIAL HOSPITAL

OPERATING around the clock, it handles some 300 calls a day. Minor cuts, bruises and sprains are treated most frequently, though the cases range from malingering to compound fractures. The 14 rooms are air-and-heat conditioned, thoroughly-equipped and staffed with a full-time doctor and seven trained nurses.

Such, in brief, is the model industrial hospital recently completed by the New Departure Division of General Motors in Bristol, which now has more than 6000 employees making ball bearings for Uncle Sam.

In a quarter century New Departure's medical facilities have expanded from a single room now used as the company firemen's parlor into a streamlined, glass-bricked establishment covering 6000 square feet. One slightly trained attendant has been replaced in the course of time by Dr. Martin I. Hall as medical director.

Next to the reception room is a first-aid room furnished with foot and arm baths, washup sinks and a treatment table. Nearby are an operating room for minor surgery, an eye room and physiotherapy room with short-wave diathermy units, ultra-violet and infra-red lights, sterilizers, and everything else.

Three more rooms are devoted to a modern X-ray department, which includes a shock-proof X-ray machine, another mobile unit and dark-room. In

addition, there are a male ward with three beds, female ward with two beds and a nurses' rest room.

Fluorescent lighting illuminates to advantage the walls painted in pastel shades and the floors covered with varicolored linoleum and asphalt tile.

Other functions of the hospital are the treatment of accidents and illnesses incurred outside the factory (such as colds, indigestion and other common ailments), the examination of applicants for work, and the maintenance of plant hygiene.

New Departure also has a hospital in its Meriden plant under the direction of Dr. Arthur A. Tower which has equally complete facilities. Four nurses, a clerk and X-ray technician make up the staff.

All in all, New Departure is doing its share of keeping America's industrial manpower in working trim. Unless this responsibility is assumed by every manufacturer, small and big alike, the foundation of America's war effort—production—will remain dangerously weak.



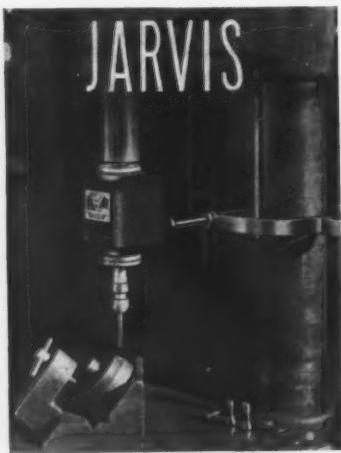
FIRST-AID DRESSING (above) is only one of the many functions of New Departure's new industrial hospital in Bristol. Pre-employment exams are also done; minor operations performed; X-rays, blood tests and physiotherapy treatments given (below).



NEW PRODUCTS ON PARADE

(Editor's Note: Research and its offspring Design are two business tools that must be used more than ever by companies desiring to create a future for their employees and themselves after World War II is won. This month and in future months Connecticut Industry will illustrate the benefits of these tools by showing what's new in leading Connecticut products to underline the state's continuous contribution to industrial progress.)

CHARLES L. JARVIS COMPANY, Middletown, makers of flexible shaft driven power tools, rotary files and tapping attachments has been steadily improving in the past five years its high-speed tapping attachments, the



latest style of which is shown here-with. Entirely equipped with ball bearings, forward and reverse friction, and double reverse speed, the tool is pictured in a drill press where it is generally used for tapping a production item. These attachments have a range from a #2 to 2" tap capacity.

Outstanding improvements in recent years have been made in the style of frictions and in the spindle and gear design. Today's tools are considerably faster and play a large role in war-time production.



THREE of a multitude of shapes and sizes in which Jarvis Ground-from-the-Solid Rotary files are manufactured. These files of high grade tool steel may be reground any number of times.

★ ★ ★

ADVANCE IN that *sine qua non* of the modern world—the typewriter—is exemplified by the improvements in the machines of the Royal Typewriter Company, Hartford. Their model 10 SX, shown right, was made from 1928-34. Its chief advantage over earlier models was so-called "shift freedom," which eliminated the old-fashioned "bobbing carriage" with its harmful effects on the operator's eyes and nerves.

Royal's latest triumph is the KMM model, manufactured since October, 1938. Features retained from the '34-'38 machines include: automatic paper



ROYAL'S latest development in typewriters, the KMM model.

lock, finger comfort keys, cylinder scale, front set tabulator, carriage back rail, rubber cylinder core, and rubber universal bar.

Designed by B. Dreyfuss and Royal's own engineers, it is streamlined and glare-proof. Entirely new are its automatic margin setter, enclosed casing (as a protection against dust and dirt), improved touch control, new tabulation system, and finger-flow keyboard.

In addition, the traditional Royal construction principles are retained, including the accelerating type bar action, roller trip escapement, and ball-bearing carriage.



MADE from 1928-34, this is the Royal 10 SX model.

NEW DEPARTURE Division of General Motors, Bristol, has striven to do more than produce accurate and friction-free ball bearings. Their engineers are constantly working on the improvement of present designs in order to simplify mounting procedures, eliminate lubricating fittings and in general reduce the cost of installation and maintenance.

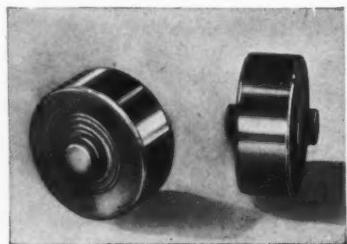
For example, New Departure's vertical tension pulley bearing, used by textile concerns, includes its own oil circulating system. The treadle roll bearing (below) has an extra heavy outer ring which acts as a cam follower and eliminates the flash fire hazard because of its free-rolling qualities. In the automotive industry unconven-



NEW DEPARTURE'S treadle roll bearing for textile applications eliminates the flash fire hazard.

tional bearing designs are useful, like the fan and water pump bearing, which simplifies the pump assembly. Aircraft instrument makers depend on New Departure for tiny jewel-like ball bearings formerly imported from Europe.

These bearings, the smallest made in America today, are approximately $1/32$ of an inch in diameter and are particularly necessary for long-distance navigation instruments.



COMPLETELY NEW, this bearing supports automobile cooling fan and water pump impeller. It is sealed on both sides, lubricated-for-life.

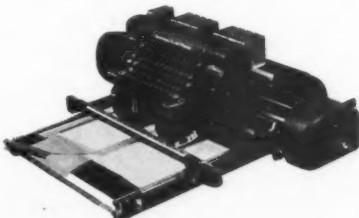
HANDY is a fitting name for the plug (below) manufactured by the Waterbury Button Company. Such plugs can be attached to an electric cord by any non-mechanical person without a screwdriver or knife. They replace old-style plugs and caps to a large extent.



The line was first marketed about two years ago by the Albany Sales Co., New York, for whom Waterbury Button did some of the engineering and constructed the molds which have been used since. The plugs, sold through chain stores and electrical jobbers, employ a new method of connecting flexible wire, allowing for greater safety.

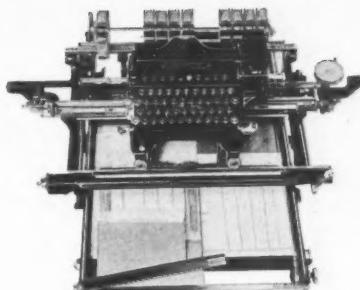
* * *

UNDERWOOD - ELLIOTT - FISHER'S new, completely-electrified accounting and writing machine (below) is as different from its predecessor as day from night. Restyled for



UNDERWOOD'S all-electric accounting machine is a recent contribution to the business world.

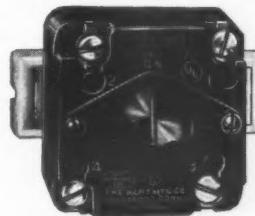
appearance and efficiency of operation, it has many inbuilt mechanical improvements which enable the operator to turn out a greater amount of accurate work with less effort than before. Twenty legible copies can be produced simultaneously. Developed in the company's research laboratory in Hartford, the new machine is produced at the Bridgeport Works.



BY COMPARISON with the new the old Underwood model suffers both in appearance and operation.

* * *

PROTECTION is the keynote of a thermally-operated circuit breaker made by Hart Manufacturing of Hartford. Designed to prevent the overheating of water heaters, the switch is molded of bakelite and contains phosphor bronze contact arms fitted with silver contacts.



* * *

FOR ASSEMBLIES requiring a hexagon hole screw that will set up perfectly flush and stay tight in a countersunk hole, Allen Manufacturing of Hartford recently developed this socketed flat-head cap screw in 90 standard sizes from $\#4$ to $3/4$. Use of an inter-



nally-operated hexagonal key makes possible vibration-resistant assemblies and at the same time prevents the screw head from becoming burred and battered. Made of special alloy steel, the screw is heat-treated for balanced hardness and toughness.

NEWS FORUM

Acquisition

MAYOR DANAHER of Meriden has given the go-ahead signal to C. Perry Prann, city engineer, to place an order for new automatic chlorinating equipment to be housed in a new building to be built east of the present one at Elmere reservoir. The total cost is estimated at \$7,500. Mr. Prann explained that Elmere acts as a distributing reservoir for Kenmere and Hallmere reservoirs. Under the present hand-operated system of chlorination it is set in anticipation of what the flow will be; if it exceeds that amount, the water does not receive the proper amount of chlorine; and if the flow is a lesser amount, it receives too much chlorine.

★ ★ ★

CONNECTICUT GAS PRODUCTS, INC. of South Meriden sold its business to the National Cylinder Gas Company of Chicago. Sale involved all property except the building and adjoining real estate, ownership of which is retained by the seller. Turned over in the deal were machinery, equipment, contracts, trucks and other assets. The buyer is engaged in manufacture and distribution of oxygen, acetylene and other industrial gases and has branches in all principal cities.

Calendar

AT THE MEETING of the Norwich Foremen's Club, Joseph E. Moody, plant manager of the Hat Corporation of America, emphasized that "the indi-

vidual contact in any plant is the most important tie in the world." About 160 attended the supper meeting, at which a beef pie supper was served by the women of the Norwich Town Methodist church. Mr. Moody's address followed the conclusion of the business meeting. A brief question period came at the close of Mr. Moody's talk.

★ ★ ★

FOREMEN'S ASSOCIATION of International Silver elected Arthur S. Warner of Factory E as president at its annual meeting. Dinner was served at 6:30, a business meeting following with Ernest L'Heureux, retiring president of the club, in the chair. W. J. Foran, district traffic manager of New Haven Railroad, showed moving pictures entitled, "This is New England". Several acts of vaudeville provided by Mr. Mocadio, chairman of entertainment committee, were enjoyed. Emmet Flanagan of Factory N was elected vice-president and Grosvenor W. Porter of Factory N, secretary-treasurer.

★ ★ ★

NEARLY 1,000 BRIDGEPORT BRASS employees assembled in Klein Memorial in Bridgeport to celebrate the formation of the Quarter Century Club. The Hon. Owen J. Roberts, Associate Justice of the U. S. Supreme Court, warned that "we must give up some of the pleasures of the past to save freedom for the future." He urged "better and better" solutions of production problems and "better and better" relations between employers and employees.

24 Brass Company employees were given gold watches as a token from

the company for 40 or more years of service. The veteran employees, who also were given club membership certificates and diamond studded pins signifying more than 25 years, were congratulated by company officials, including Herman W. Steinkraus, executive vice-president.

★ ★ ★

JAMES R. ANGELL, president-emeritus of Yale University, will open the annual series of public conferences sponsored by Connecticut Economic Council with a talk on "An All-Out Program for Defense" in the Colonial Room of Bushnell Memorial Hall, at 8:15 p. m., Monday, January 12. On January 26 Fred R. Fairchild, tax expert and professor of economics at Yale, will speak on "War Taxes or Defense Taxes." Two public conferences are scheduled for February. Neil Carothers, professor of business administration at Lehigh University and noted for his work on labor problems will speak February 9th on "After the War—What?" On February 23 Hudson B. Hastings, head of the department of industrial administration at Yale, will discuss "Control of Prices".

★ ★ ★

NEW ENGLAND COUNCIL'S annual conference, held in Boston, tried to determine how New England could best adapt itself to the "rigorous requirements of a war-time economy" and promote co-operation for solution of the problems of the six states. The conference included leaders of industry, commerce, agriculture and government, and attracted national and local figures versed in economic subjects and war requirements.

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The Council issued a statement calling for consideration of increased production under existing contracts; spread of war production to more and more plants, large and small; maintenance of employment in every community in the face of material shortages; maintenance of New England's service of supply, represented in fuels, transportation and power; adjustment of the area's agriculture to the national and international food program; and civilian defense and morale.

★ ★ ★

F. WALLACE PRELLE, president of his own agency, addressed the regular monthly meeting of the Connecticut and Western New England chapter of the National Industrial Advertisers Association in New Haven. Stressing the primary functions of advertising at the present time, he donned a football helmet and tossed a football, bear-



in the legend "1942 Advertising Appropriation", into the crowd, with the advice that it would be kicked around unless presented with a background of sound selling reasons. Institutional advertising as such was given a thorough panning, all agreeing that advertising must first be considered a selling tool.

★ ★ ★

NEWLY-FORMED SPRINGFIELD POST of the Army Ordnance Association had as its principal speaker at a dinner meeting at the Hotel Bond in Hartford, Major General C. M. Wesson, chief of ordnance of the U. S. Army. Colonel Frederick H. Payne, formerly assistant Secretary of War under President Hoover and at present chief of the Hartford Ordnance District and national vice-president of the Army Ordnance Association, presided at the affair. The General John H. Rice gold medal was presented to John C. Garand of the Springfield Armory for meritorious service in the design

and development of the Garand semi-automatic rifle. Another feature was the presentation of its charter to the Hartford-Springfield Post.

★ ★ ★

AMERICAN MANAGEMENT ASSOCIATION will hold its 1942 national personnel conference at the Hotel Stevens in Chicago, February 4, 5 and 6.

★ ★ ★

THIRD NEW ENGLAND Sales Management Conference was held at the Hotel Statler in Boston January 9 and 10. Sponsored by the Boston Chamber of Commerce, the meeting took the theme of "Sales Planning Today—To Meet Tomorrow's Problems." On Saturday the 20th annual sales rally and luncheon featured the presentation of awards to outstanding Boston salesmen and speeches by Arthur H. Motley, vice-president, Crowell-Collier Publishing Company, New York, and W. G. Power, special representative, Chevrolet Motor Division, Detroit.

Celebration

WHITLOCK MANUFACTURING of Hartford celebrated its 50th anniversary of incorporation in November. Equipment manufactured during the years from 1891 is in use throughout the world. The company manufactures steam-actuated water heaters, steam and vapor condensers, pipe coils for pressure vessels and a general line of tubular heat exchange equipment.

Comment

SENATOR DANAHER declared before the Senate Foreign Relations Committee that exemption of British defense instrumentalities in this country from taxation would remove from Connecticut local tax lists at least \$24,130,000 of facilities owned by the British Purchasing Commission and would lift the state business tax from huge British ordnance contracts. The committee now has before it for ratification a treaty granting such exemption, but strong opposition has developed since Senator Danaher demanded and obtained publication of the pact.

Mr. Danaher, told the committee that "since many local communities are being called upon to expand their services, their utilities, their housing,

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school and health facilities and other such services in order to meet the increased demand occasioned by the performance of contracts for Great Britain, to deprive such communities of their normal derivable income from plant and equipment and to deprive the state of its corporation business taxes accruing from the same sources, would add unjustly an enormous burden to the communities and the states involved."

Died

F. THEODORE WILLIAMS, veteran employee of the Miller Company of Meriden, died November 25 at the age of 90 after several weeks' illness. Mr. Williams had been employed continuously by the company for 64 years, beginning his work in the shipping department at the age of 25. He was foreman of various departments for a number of years and aided in the development of the Rochester lamp. He also perfected the famous Miller oil lamp and patented numerous gas burner devices. He saw the concern grow from a group of small frame structures to a giant enterprise. His picture appeared in the October issue of CONNECTICUT INDUSTRY.

★ ★ ★

FREDERICK W. FROBEL, SR., retired foreman of Miller's smelter casting department of Meriden, died on the same day. Also in his 90th year, Mr. Fobel had been employed by Miller for about 40 years until his retirement 12 years ago. He was a charter member of Immanuel Lutheran Church, and two years ago at the fiftieth anniversary of the church was presented a plaque as one of the oldest members of the congregation.

Expansion

MORE EXPANSION of machine gun production was assured when Colt's Patent Firearms announced it had leased 40,000 additional square feet of manufacturing space at the former United States Rubber Company plant on Park Street. A three-story and basement building is involved in the new lease. Colt's took over the Bartholomew Ave. building in June, 1940, when British and American war needs forced the first expansion outside its own plant. This was followed almost im-

mediately by the purchase, for a British account, of a former factory building of Niles-Bement-Pond's Pratt and Whitney Division on Flower Street.

★ ★ ★

JACOBS MANUFACTURING'S property at 2070 Park St., Hartford, consisting of a three-story building and large parcel of land, was purchased by Gabriel Levine. The property will be used by the Han-Dee Spring & Manufacturing Company and the Aetna Oil Burner Company. Mr. Levine is president and treasurer of both. The new location will give the Han-Dee Spring better quarters for working on defense contracts.

★ ★ ★

GROUND WAS BROKEN in December for a 90 by 44 foot addition to the main plant of the Portland Foundry. Heavy duty cranes greatly increasing the handling facilities of the plant, were recently installed. The plant force is expected to be increased to more than 100 shortly. At present the Portland Foundry's war work includes manufacture of equipment for machining 75, 37 and 20-millimeter shells, in addition to general foundry work. Officers elected at a recent reorganization meeting are: President, C. O. Warner of Milford; vice-president and treasurer, L. A. Warner of Milford; secretary and general manager, Walter C. Bayler of Portland. At this reorganization meeting the old name of the firm was adopted and the name Baird Manufacturing Company was dropped.

★ ★ ★

CUNO'S NEW administration and engineering building was opened for limited inspection last month in Meriden. Standing at the north end of the company's plant on South Vine Street, the building embodies many modern developments in industrial construction. Windows occupy most of the wall surface of the two brick stories; inside, fluorescent lighting is mounted flush with the ceiling.

Large photographic murals decorate the walls of the reception room, portraying the types of industry which the company serves and the kinds of equipment on which Cuno filters are now used. The rear wall consists of two layers of separated glass, so made that only light is admitted.

Half of the second floor is devoted to the engineering and drafting

department. The remainder includes a research and product development laboratory, equipped for model making and testing work, and an assembly room. The latest style of business machine and steel furniture feature the general office layout. Executive offices and conference rooms are finished in Mengelbord, a plywood material, and ceilings are soundproofed with acoustic tile.

Primary purpose of Cuno's new office is to permit relocation of present equipment for more efficient operation. Also completed recently was an addition to the plant of 10,000 square feet, in which new machines have already been installed. These two buildings, plus 500 employees and a seven-day work week, will enable Cuno to meet all defense demands.

Founded in 1912, Cuno Engineering Corporation originally occupied one tiny room on the top floor of what is now its main plant. At first they manufactured automotive gas self-starters, then ignition timers for gasoline engines, which are still produced. In 1917 came the familiar Cuno "Electric Match", the first successful cigarette lighter for cars. Its leading product is the Auto-Klean Filter, "continuously cleanable", for use on both machine tools and engines.

Honored

DECEMBER ISSUE of the "Monthly Record", published and printed by State Prison inmates at Wethersfield, carried a frontispiece inscribed as follows: "Sincere good wishes for a very merry Christmas and a happy, prosperous New Year to the staff of CONNECTICUT INDUSTRY from the staff of the Monthly Record." A 16-page magazine with excellent typography, the "Record" contains poetry, prison sport news and various columns. Anthony L. Randall is editor.

Industrial Relations

A COMPROMISE contract accepted by both sides in the 70-day old dispute at Bristol Brass during mediation hearings in Washington, D. C., was finally ratified by the company's 425 employees. The contract gives them a three cent an hour increase retroactive to November 1, but no union shop, which was part of the union demand. The union had asked a five cent an hour raise and had rejected an offer of two cents an

hour from the company. The company also agreed to a Christmas bonus of a week's pay, a week's vacation with pay, promotions by seniority, a month's pay for all employees of six months standing who enter the country's military service, time and a half for Saturday work and double time for Sundays and holidays for all including maintenance men.

Personnel

REMINGTON ARMS of Bridgeport has named numerous changes in executives, among which were the appointment of William T. Ashcroft to assistant production manager, reporting to Charles M. Green, production manager; and E. E. Swennson to be manager of the Bridgeport works. Mr. Swennson comes from Denver. Mr. Ashcroft has been with Remington in this city since 1914. In the first World War he was foreman of primer manufacture, subsequently served as assistant superintendent of shotshell loading, assistant superintendent of ammunition manufacturing and then as works manager.

Other appointments include: T. F. Werme, product engineering and control superintendent; L. M. Blakely, works engineering superintendent; C. L. Jones, planning and schedule superintendent; E. A. Hassett, service superintendent; W. E. Witsil, chief supervisor of quality; C. S. Cummings, ballistics engineer; R. E. Evans, chief supervisor of process and process control; W. H. MacMillan, supervisor of metallurgical control; C. W. Borden, assistant superintendent, works engineering; W. S. Reynolds, equipment engineer; L. T. MacCarthy, chief supervisor of tools; G. R. Hildreth, assistant service superintendent; R. S. Payne, assistant works manager of Utah ordnance plant; G. H. Jacobs, superintendent, product engineering and control; Cecil Burns, chief process engineer; N. H. Winde, production superintendent; S. M. Alvis, works engineer; J. R. Ward, superintendent of methods and planning; and L. E. Therien, service superintendent.

★ ★ ★

HOWARD L. HARTMAN, of West Hartford, for 11 years with Pratt & Whitney Aircraft in East Hartford, has joined Chandler-Evans Corporation in Meriden as assistant general manager, C. W. Deeds, president of the aircraft carburetor plant, announced. At the same time Thomas D.

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STEEL and WOOD DESKS, CHAIRS and TABLES

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SAFES and LOCKERS

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★ ★ ★

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436 Capitol Ave.
Hartford, Connecticut

Hogg of Meriden was promoted from shop superintendent to factory manager.

★ ★ ★

JAMES J. GRAHAM, director of the Unemployment Compensation Division of the State Labor Department, has recently been appointed to the Committee on Prevention and Detection of Fraudulent and Illegal Claims of the Interstate Conference of Employment Security Officials.

★ ★ ★

J. W. McNAIRY, associated in various engineering and manufacturing capacities with General Electric in Bridgeport for 24 years, has been appointed assistant manager of the Bridgeport Works. Mr. McNairy has served the company in connection with its transportation activities. He possesses 39 patents, and twice has been the recipient of General Electric's Charles A. Coffin award in connection with the invention and development of an electrically-operated flow meter, and a high-speed air circuit breaker for railway feeder circuits.

★ ★ ★

FRANKLIN R. HOADLEY, president of Atwood Machine, Stonington, and former vice president of Farrel-Birmingham, has become a member of the engineering advisory committee at New London Junior College. The committee was originally designated by the Norwich section of American Association of Mechanical Engineers, and formulated the college's two-year engineering program.

ROY BROWN, former employment manager of Lever Brothers in Cambridge, Mass., has been appointed director of industrial relations at Bridgeport Brass. He will head a new department in which will be coordinated the work of employment and personnel departments. Mr. Brown has had 16 years of experience in the field of industrial relations. After 10 years as an athletic coach in the midwest, he entered industrial relations work with R.K.O. theatres in Chicago and New York. He graduated from the University of New Mexico in 1915, later studied at Notre Dame and Harvard.

★ ★ ★

P. F. KING, vice president of Stanley Works in New Britain, was elected president of the New Britain Chamber of Commerce at its annual meeting in November. Mr. King succeeds Henry Burr. Bernard G. Kranowitz was re-elected executive vice president and Charles J. Law treasurer. Seven directors were elected for three year terms by the membership.

★ ★ ★

HERMAN W. STEINKRAUS has been made general manager of Bridgeport Brass. In active charge of the business since January, 1941, he will continue as vice-president and a director. Born in Cleveland, Mr. Steinkraus graduated magna cum laude from Western Reserve University. He entered the Army as a private in the World War and rose to the rank of captain. He was also decorated with the Distinguished Service Cross, and in 1935 served as national commander of the Legion of Valor.

W. P. WITHEROW, president of Blaw-Knox, Pittsburgh, was elected president of the National Association of Manufacturers in December. Witherow has headed the NAM Committee on National Defense for the last year. Fifty-eight years of age and a steel maker since he graduated from Yale in 1908, he first worked for Jones & Laughlin, later was a member of the engineering firm of Irvin & Witherow. Prior to his joining Blaw-Knox, he was president of Witherow Steel Company and served as vice-president of Republic Steel.

★ ★ ★

ALBERT M. CREIGHTON resigned December 1st as coordinator of priorities for New England. The OPM District Office announced that having completed the division's original work of organization, Creighton would return to his own business. He took the Government job last March 15.

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CHARLES L. TAYLOR, president of the Collins Company, Collinsville, announced that the board of directors has appointed Clair M. Elston of Collinsville as vice-president in charge of manufacturing and Leonard B. Hough of West Hartford as vice-president in charge of sales. Mr. Elston was previously assistant general manager, and Mr. Hough was in charge of the export sales department.

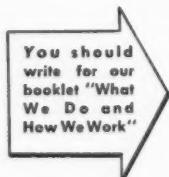
★ ★ ★

RAYMOND S. SMETHURST, for the last eight years associated with the National Association of Manufacturers

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MANAGEMENT ENGINEERS

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BOSTON, MASSACHUSETTS

"Our 10th year of leadership"

legal staff in Washington, has been named its counsel. He is an authority on government-industry relations and has written many articles on Federal legislation.

Progress

BEGINNING DECEMBER 1, the use of poisonous mercurial compounds in the manufacture of felt hats and in the preparation of skins was banned in Connecticut. This agreement was reached last May at a conference which manufacturers held in Washington with government public health officials. Several leading hat manufacturers, including Frank H. Lee Company of Danbury, have been operating on a non-mercury basis since May, 1940.

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GILBERT HALL OF SCIENCE, built by the A. C. Gilbert Company of New Haven in the interests of "toys that teach" for American boys, is shown on the day of its recent dedication in New York City.

★ ★ ★

CHARLES R. DILKS of 2 Lynes Place, Norwalk, has produced a loud-speaker system at his laboratory, which tests have shown can carry his voice to Bridgeport from the roof of his South Norwalk plant. Civilian Defense organizations throughout the country are finding the Dilks Fluid Flow speaker of great importance. Tests have been made in Buffalo and Boston, and many other cities of the nation are incorporating the system into their defense equipment. Recently the U. S. Navy and Marine Corps accepted the system as the greatest sound

reproduction device ever produced, and already some units are using it.

Firm in his belief that voice could travel any distance, Mr. Dilks conducted numerous experiments and succeeded in perfecting a speaker which will carry the human voice understandingly for about 18 miles. Tests have proved successful even in talking from the group to airplanes and from ship to ship.

Mr. Dilks has kept in constant touch with members of air raid warden squads of France and England. They agree that warning sirens throw too many people into a panic, while the Dilks system could explain to the people just what to do. In tests in this country the system has been used effectively for fighting fires, since from the ground the chief can talk to his men in all parts of the burning building—always being heard over the roar of the fighting apparatus.

★ ★ ★

AFTER SEVEN YEAR OF RESEARCH, Carlyle Johnson of 52 Main Street, Manchester, has developed a new type of clutch—"Maxitorq" multi-disk floating plate clutches in wet or dry-plate type, and either single or double construction. This new clutch is particularly adapted for installation in machine tools and for use clutches ranging from 1-2 H.P. at 100 R.P.M. up to 5 H.P. at 100 R.P.M. The maximum working torque range covered by this line of clutches is from 27 to 263 foot-pounds. The floating plates are designed to provide for a minimum of drag, abrasion or heating when the machine is running in neutral. Assembly or disassembly can be accomplished without the use of tools. Manual adjustment is attained by turning a knurled ring clockwise after raising the locking spring. Engagement of the clutch is easily controlled by a light pressure. All plates of the wet type are of hardened steel, designed to run in lubricant.

Pulse

JAMES W. HOOK, president of United Illuminating of Bridgeport, declares that consumption of electricity in 1941 increased approximately 27% over the corresponding period of 1940. However, due to increased taxes and wages and other operating costs, net income, while sufficient to cover the dividend requirements, is expected to

INDUSTRIAL ADVERTISING IN 1942

1942 finds Connecticut Manufacturers united in the common purpose of arming America—that there can be no doubt about the security and welfare of the country.

And that's just what it says in the Preamble to the Constitution—

"Provide for the common defense,
promote the general welfare"

Along with Industry's answer to the challenge for greater production Today goes the need for vision in planning for the Tomorrow that is sure to come.

Advertising is playing an important role in promoting the general welfare. It will be called upon to do even more when the tide turns and Connecticut's high-powered industrial machine shifts from war-time to peace-time production.

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◆
SAFETY GLASSES

To Prescription

◆
DEVELOPING
PRINTING
ENLARGING

ESTAB 1890
The Harvey & Lewis Co.
GUILDCRAFT OPTICIANS
HARTFORD, CONN.
NEW HAVEN, CONN.
BRIDGEPORT, CONN.
NEW BRITAIN, CONN.

be less in 1941 than it was in 1940. A dividend of \$2 per share payable December 29 to stockholders of record at the close of business December 9 was announced.

December bills for electricity carried a 25% reduction. A reduction of 40% was made on all May bills.

★ ★ ★

RUSSELL MANUFACTURING of Middletown paid a dividend of 37½ cents per share on December 15. The dividend scale was increased from 25 cents to 37½ cents during the current year, and payment at this time will be apportioned on 71,000 shares outstanding.

★ ★ ★

BRIDGEPORT BRASS paid a quarterly dividend of \$1.375 per share on outstanding preferred stock December 31. The board of directors also declared a dividend of 25 cents per share on the outstanding common stock without par value.

A DIVIDEND of \$1.75 per share on the capital stock of Southern New England Telephone for the fourth quarter of 1941 was declared by the directors. The dividend is payable January 15, 1942. This makes the total dividend for the year \$7 per share.

★ ★ ★

STOCKHOLDERS of Connecticut Light & Power approved the company's proposed large-scale financing program, which involves substantial expansion of facilities and retirement of the outstanding preferred stock, as outlined in last month's issue. In lieu of the dividend for the quarter ending February 28 on the 5½% preferred shares surrendered for the new \$2.25 cumulative preferred stock (on a 2-1 basis), a dividend will be paid March 1 on the new \$2.25 shares at the rate of \$2.75 per annum.

Safety

CASPER LOWENSTEIN, INC., of Norwalk, manufacturers of metal novelties, has been presented with a plaque by Employers Mutual Liability Insurance Company for not having a single accident during 1941, a period of 171,222 work hours. It was the only plant in Connecticut insured by the company to receive this award. The plaque reads: "Awarded for the achievement of the management and employees in conservation of life, health and happiness through the elimination of accidents."

★ ★ ★

NEW DEPARTURE of Meriden has again won the major trophy in the Meriden Foremen's Club safety contest, conducted among 34 factories. This is the seventh year New Departure has won this award. The Napier Company won the contest for factories in the 100 to 300 employee class, while Factory "T", International Silver Company, the largest factory with a perfect record, was awarded the trophy for the smaller factory competition. Factory "R", International Silver, won the special trophy for the best improvement over the 1940 record. W. Oden Hughart, president of the Meriden Manufacturers Association, donated the trophies.

[22]

BETWEEN COVERS

The stepping up of industry is reflected in new titles at the BUSINESS AND TECHNICAL BRANCH LIBRARY, 730 Main Street, Hartford.

"Industry Goes To War" by Fraser and Teele includes outstanding articles by professors of the Harvard Business School, government officials, and industrialists. Among the subjects are "Gearing a Business for National Defense, Food in a World at War, Minerals and War, Defense 'lending' 1918 and 1941, War-time Labor Productivity, and Negotiated Contracts."

An aid to secretaries is "Most-used Aviation Terms" by Baughman and Gregg. 1,000 terms are defined and written in Gregg shorthand, with pronunciations of difficult words.

Glenn Gardiner's "Better Foremanship", second edition, recognizes the key position of foremen and answers many specific questions.

"Manual of Job Evaluation" by Benge, Burk and Hay describes procedures in setting wages and salaries. It gives details of the Factor Comparison Method.

"Bank Management Controls" by H. N. Stronck applies modern measures of effectiveness to the internal structure of banks.

"Elementary Cost Accounting" by Newlove and Garner is for manufacturing firms. "Specialized Accounting" by H. H. Baily is applied to contractors, department stores, small loan and finance companies, building and loan association, commercial banks, fire insurance, life insurance, stock brokerage, grain brokerage, water utilities, railroads, motor carriers, and air transportation.

"Give Credit—Get Your Money" by S. A. Ivey tells how to do better credit and collection work.

"Life Insurance from the Buyer's Point of View" by Harwood and Francis can be recommended to anyone. It is expert and honest advice in easily readable form. It tells the facts about life insurance, annuities, health and accident insurance and makes some interesting cost comparisons.

For those who would like to look behind present scenes "American Business in a Changing World" by Zelomek and Shook offers a quick review. The authors examine the position of the United States since the beginning of

(Continued on page 31)

EXPORT NEWS

By W. ADAM JOHNSON, *Commercial Secretary*

Increased Activity in Mexican Mining Industry. Increased mining activity in Mexico has been evident during recent months. Local miners are busily engaged in prospecting, new properties are being developed, and some properties which have been idle or abandoned are being returned to production. These expanded activities are reflected in the July production figures which show increased output in the case of a number of items, principally lead, zinc, antimony, mercury, graphite, cadmium and molybdenum.

In some cases, notably zinc, stock piles which have not been drawn on for years are being rapidly moved to smelters. There has been a proportionate pick-up in mineral exports, chiefly to the United States, those showing the greatest increase being zinc, antimony, graphite, copper and molybdenum.

★ ★ ★

Cuban Experiments in Growing Sea Island Cotton to be Discontinued. Efforts to grow Sea Island cotton in Cuba will be temporarily abandoned because of discouraging results. About 50 acres of this type of staple were expected to be planted for the 1941 crop and production of between 20 and 25 350-pound bales was anticipated. The actual area planted, however, was only 35 acres and the total crop amounted to only 3,500 pounds which was sold in the United States at an average price of 25 cents a pound. During 1940 the Sea Island cotton crop harvested from 125 acres totaled 14,800 pounds, which was sold at an average price of 29 cents a pound f.o.b. Havana. The crop harvested from 125 acres in 1938, when the experiments first were undertaken, amounted to 12,000 pounds, marketed at an average of 30 cents a pound.

★ ★ ★

U. S. Market to Absorb 20 Percent of Netherlands Indies Coffee Exports. The United States is expected to absorb approximately 20 percent of Netherlands Indies coffee export during the current year. The country's

total 1941 coffee crop is estimated at approximately 1,417,000 bags, of which about 500,000 bags will be available for export. Shipments to the United States, it is estimated, will amount to about 100,000 bags.

★ ★ ★

Cuban Tobacco Exports Increase. Exports of tobacco and tobacco products from Cuba during the first ten months of the current year were valued at \$11,847,855, compared with \$10,633,466 and \$11,849,673 in the corresponding periods of 1940 and 1939. Leaf tobacco exports were substantially larger in volume during the 1941 period than in 1940, and prices were proportionately even higher. Cuban tobacco shipments to the United States during the January-October period of this year were valued at \$9,046,571 against \$7,717,216 in the corresponding period of 1940.

★ ★ ★

Chinese Reported Using Tung Oil in Road Construction. Tung oil is reported to have been successfully employed in road construction in unoccupied China. The Chinese Ministry of Communications at Chungking, it is officially stated, has been conducting experiments with this oil as a binder in macadam road surfaces. A test made on a stretch of one kilometer is said to have been so satisfactory that its use is being recommended by the Ministry. It is stated also that tung oil can be successfully utilized instead of tar and asphalt at greatly reduced cost.

★ ★ ★

Foreign Trade Conferences. The meetings of the Association's Foreign Trade Conferences are continuing to interest more exporters each month. Any manufacturer interested in foreign trade is cordially invited to attend these meetings and to discuss his problems with others who are having similar difficulties.

The next three conferences of the

committee will be held on the dates, and in the towns shown

January 22	Meriden
February 19	New Britain
March 19	Waterbury

Watch the weekly Foreign Trade Survey for further announcements.

★ ★ ★

Canada Lifts Ban on Fur Exports. Export permits are no longer required for fur shipments from Canada to British Empire countries and countries of the Western Hemisphere (except French colonies and possessions). An official order of November 24 prohibited exports of furs and fur skins to all destinations except under permit. A new order which became effective December 1 permits such shipments to the destination mentioned without permit. It is pointed out that the earlier order was issued pending investigation of the fur supplies available in Canada for domestic requirements.

★ ★ ★

Venezuela's New Coffee Crop. Local estimates place the coffee crop now coming on the market in Venezuela at 600,000 to 700,000 bags of 60 kilograms. The carry-over from last year is placed at 350,000 bags. In efforts to seek other markets to replace Europe, it is estimated that 200,000 bags were sold in various countries of South America, chiefly Argentina and Chile, in the early months of 1941. Only the cheaper grades of coffee can be sold to countries of South America and it was generally understood that such sales were possible only because of the Venezuelan Government's subsidy for every bag of 46 kilograms exported. Since then, the bonus has been taken away and a "coffee dollar" substituted. Dollars so derived from the sale of coffee may be cashed in by the Central Bank at the rate of Bs. 4.60 per dollar, putting a premium on the higher grades of coffee.

★ ★ ★

Details of Argentine-Italian Ship Purchase Agreement Made Public. Details relative to the agreement signed last August for the transfer to Argentina of the 16 Italian merchant ships laid up in that country's ports were recently made public. Under the

(Continued on page 31)

TRANSPORTATION

By N. W. FORD, *Traffic Manager*

Court Refuses to Allow Freight Forwarders for Pick-Up Service. In a decision in a case involving pick-up allowances to the Acme Fast Freight, Inc., a freight forwarder occupying a part of the Southern Railway's freight house in High Point, North Carolina, the United States Court of Appeals for the District of Columbia held that a freight forwarder using space in a railroad freight station is not entitled to allowances deducted by the railroad in transportation charges on shipments made by consignors who furnish their own pick-up service in lieu of availing themselves of the service offered by the railroad.

★ ★ ★

Motor Vehicle Sizes and Weight Hearing. Hearings on S. 2015, to amend the Interstate Commerce Act as amended, to provide for the regulation of sizes and weights of motor vehicles engaged in transportation in interstate or foreign commerce, were scheduled to begin on December 8. A subcommittee of the Senate Interstate Commerce Committee was in charge of the hearing. S. 2015 is the result of the Commission's report in *Ex Parte No. MC-15*, federal need for regulation of sizes and weights of motor vehicles. It was proposed by Chairman Eastman of the I.C.C. An identical bill,

H. R. 5949, is before the House Interstate and Foreign Commerce Committee, awaiting action by the Senate before giving it consideration.

★ ★ ★

Conferees Named—Freight Forwarder Bill. The Senate, having rejected the House version of the Freight Forwarder Regulatory Bill, S. 210, appointed the following as its conferees: Senators Wheeler, Truman and Hill (Democratic members), White and Reed (Republican members). The House named as its conferees the subcommittee which considered S. 210; namely, Representatives Lea, Crosser, South, Patrick (Democratic members), and Wolverton, Holmes and Reece (Republicans). Action on this bill had been delayed due to the illness of Senator Reed.

★ ★ ★

Changes in Procedure of Issuing Dockets Made by Consolidated Freight Classification Committee. The Consolidated Freight Classification Committee has decided that instead of issuing dockets and holding public hearings every three months as in the past, such dockets will be issued and public hearings held every second month beginning January, 1942. This

is for the purpose of speeding up action on submitted proposals for classification changes.

Classification dockets, under the present arrangement, are closed the first day of the month preceding that in which hearings are held, hearings usually beginning the second Wednesday of every third month. Under the new plan, it is proposed that the dockets be closed the fifteenth of the month preceding the month in which the hearings are to be held. This new arrangement, while not giving the shippers as much notice of proposed classification changes as at present, will be necessary if action thereon is to be expedited by the holding of more frequent public hearings. Believing that shippers can readily adjust themselves to the shorter period of time which will elapse between the dates of distribution of the dockets and the hearings and that it will enable shippers to get action on Classification proposals at an earlier date, the National League's Classification Committee viewed this new arrangement as a progressive forward step in procedure and recorded its approval of the plan.

Instead of continuing its present costly method of printing dockets, the Consolidated Freight Classification Committee may resort to either multigraphing or mimeographing them. It



ON HER WAY!

30 intercoastal ports hear American-Hawaiian's whistles . . . know that they herald the most frequent schedule in the intercoastal trade.

AMERICAN-HAWAIIAN
STEAMSHIP COMPANY

was believed that this change would have the general approval of shippers, inasmuch as the Classification Committee should be given this opportunity of economizing in respect to the publication of its dockets.

★ ★ ★

Examiner Recommends Commission's Approval of Associated Transport Merger. It is recommended in a proposed report by Examiner Baker that the Commission approve, subject to certain specified conditions, the application of the Associated Transport, Inc. of New York (1) to acquire control of eight large motor operators along the Atlantic Seaboard—Arrow Carrier Corporation, Barnwell Brothers, Inc., Consolidated Motor Lines, Inc., Horton Motor Lines, Inc., McCarthy Freight System, Inc., M. Moran Transportation Lines, Inc., Southeastern Motor Lines, Inc. and Transportation, Inc.—through purchase of capital stock and subsequent consolidation into Associated Transport, Inc., of the operating rights and properties of such carriers, for ownership, management and operation and (2) to issue not exceeding 54,049 shares of preferred stock and 860,411 shares of common stock, having par value of \$100 and \$1.00 per share for consummating the acquisitions.

★ ★ ★

Minimum Wage Established for Passenger Motor Carrier Industry. About 4,000 of the 36,000 employees of the passenger motor carrier industry will receive pay increases when an order, establishing a 40 cent minimum wage, becomes effective on January 5, 1942. This order was issued by General Philip B. Fleming, Administrator of the Wage and Hour Division, United States Department of Labor. Very few over-the-road employees of bus companies receive less than 40 cents an hour and, therefore, most of those to receive increases are maintenance and office workers, redcaps and other employees of bus terminal companies, principally located in the South. Employees of local motor bus carriers exempt from the Act will not be affected by the new minimum.

★ ★ ★

Railroads Petition for Increase. As a result of the substantial increases in wages of the various classes of rail-

road labor awarded by the President's Emergency Fact Finding Board, which are estimated to increase Class I Railroads' operating expenses about \$320,000,000 annually, those carriers have filed a petition with the Commission for a general increase of 10 per cent in their passenger fares, freight rates and charges. The only commodities excepted from this general increase are anthracite and bituminous coal, coke and iron ore, on which specific increases, ranging from three to six cents per net or gross ton in the various sections of the country, are requested.

★ ★ ★

All-Commodity Rates to Pacific Coast Upheld by the Commission. By a seven to four majority vote, the Interstate Commerce Commission has affirmed its prior finding on rehearing concerning the proposed all-commodity carload rates of \$2.75 per hundred pounds, minimum weight 30,000 pounds, from points in Transcontinental Group D to N inclusive to Pacific Coast terminals, Seattle, Washington to San Diego, California.

Soon after this proposal to establish all-commodity rates from the Middle West to the Pacific Coast was originated by the carriers, it was likewise proposed to establish an all-commodity rate of \$3.30 per hundred pounds from Group A (New England) to the Pacific Coast terminals. This proposal was withdrawn at the time the suspension proceedings were instituted but it is hoped that it will be revised by the Transcontinental Lines now that the Commission has approved rates of this character.

★ ★ ★

Col. Johnson Renamed to I.C.C. President Roosevelt has renominated John Monroe Johnson as a member of the Interstate Commerce Commission for a term expiring December 31, 1948.

BRIDGEPORT SPEAKERS

(Continued from page 6)

Bridgeport Tool Engineers, attributes the honor to his newly-acquired ability to talk in public. Another man who holds a key position in a defense or-

ganization declares he would be lost without the speaking experience gained from the club. The club's president, A. J. Griffin, himself testifies to the way it helped him handle sales and advertising groups.

Mr. Griffin, describing the course, says: "We feel that once a man gets over the horror of facing an audience, once he understands the basic principles of a good talk, once he is familiar with his own appearance and voice, he has conquered the worst enemies of a good speaker. In this course we take



F. WHELAN, instructor of the class, (right) offers suggestions to C. Speakman.

movies to show him exactly how he looks to the audience; we record his voice to let him hear himself; we introduce a small 'gag' to force him to speak slowly and to breathe as he talks. We heckle him to show him the proper way to handle an unruly audience.

"One meeting is held in a large dining hall, where he learns how to deliver an after-dinner speech. Another night he is placed in charge of introducing speakers. Each step in this course is designed to build up his confidence, so that at the end of 10 weeks he will have faced every possible problem of a public speaker."

It sounds as easy as reading Dale Carnegie, but the club is quick to assert that to be a good talker takes time and effort. The primary requirement for organizing a speakers' club, they claim, is sincerity. The number of members should definitely be limited to 20 or 30. Each one should be asked to talk on some subject familiar to him for three minutes at each session. To introduce sound recordings or movies, the easiest method would be to rent the equipment or contact persons who make a hobby of such things. So enthused is the Bridgeport Speakers' Club over their newly-found industrial aid that they are eagerly prepared to help others use it.

BUSINESS PATTERN

The index of general business activity in Connecticut advanced slowly in November to an estimated 69.7% above normal from the 69.2% registered in the previous month.

Likewise, the United States index rose from an estimated 27.9% above normal in October to 28% in November, the highest figure ever recorded.

Employment in Connecticut rose slightly during November while man-hours worked fell off fractionally. Employment losses recorded for the second successive month in Waterbury and Bristol were offset by increases in Bridgeport and Hartford. Despite the employment gains registered in Hartford, hours worked per employee in that city declined from 49.9 in October to 48.2 in November as was approximately the case in Bristol and New Britain. While increases were shown by Stamford and Bridgeport, they were not sufficient to prevent a slump in the manhours index. Despite the slower rate of increase in employment in Connecticut over the last few months, figures released by the United

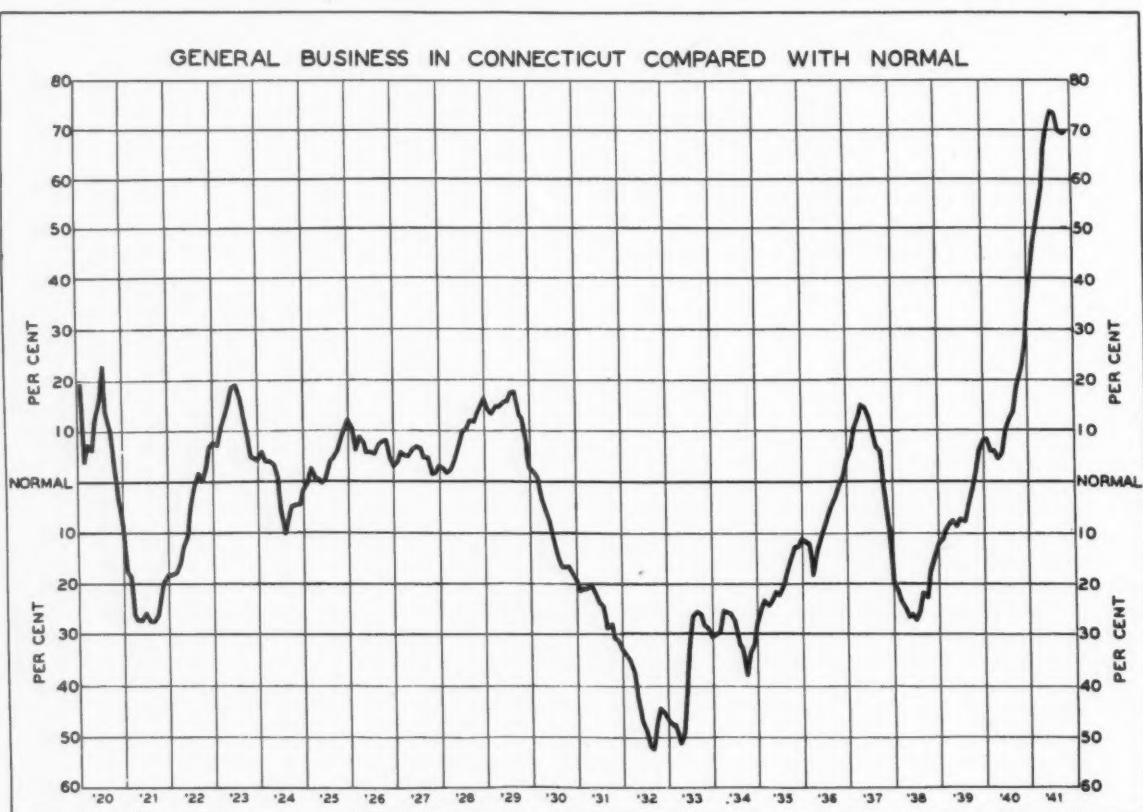
States Department of Labor for October 1941 show this state to be fifth among all others in percentage increase of total non-agricultural employment over the same period in 1940. The Connecticut rise of 16.8% during this time compared with a national average increase of 10%. This fact is more noteworthy when it is recalled that the 1941 increase has been built on a base which had already been greatly expanded in 1940, a condition which did not prevail as markedly in some other areas of the country now reporting extraordinary employment gains. Also significant is the fact that strikes in Connecticut over the past two months have declined sharply from the third quarter peak.

Freight car loadings originating in 14 Connecticut cities rose 2½ points over October and resumed the movement upward which had been interrupted in September by the weight normally imposed at this time of the year. The doubt which had been expressed as to the ability of the railroads to meet the traditional peak

month of traffic, October, and the remainder of the year has been dismissed. In this connection it is interesting to note that despite the fact that rail movement of freight in 1941 is greater than ever before, United States roads have 20% fewer cars and 40% fewer locomotives than 25 years ago. The answer lies partly in the fact that carrying capacity, pulling power and speed have been greatly increased.

A pronounced contraction occurred in the volume of construction work in progress in Connecticut during November, the seasonally adjusted index falling from 72.7% in October to an estimated 55.1% above normal. Restrictions connected with non-defense building leave little promise of an upturn in the construction index. Largest recent new defense plant award went to Jenkins Brothers in Bridgeport where damage control mechanism for the Navy will be made. The equipment and building on which construction is to start immediately will cost \$1,612,-

(Continued on page 29)



BULLETINS

(A summary of the bulletins issued by the Association during the past month)

Labor

House passes Smith bill "to diminish the causes of labor disputes in the performance of national defense contracts," with all Connecticut representatives voting against it. Apparently, the latter favor the milder Ramspeck Bill. Senate expected to modify Smith measure, so that the conference committee which considers it will probably control legislation's outcome. (General No. 862).

State's attorney general rules that statute requiring payment of wages weekly applies to all salaried office employees as well as factory employees. Further information obtainable from the Association. (General No. 863).

Governor Hurley, after a conference attended by President A. C. Fuller, the labor commissioner, attorney general, and a labor representative, decided that all industries engaged in war work can make application to the Labor Department for the following: 1) to operate seven days including a Sunday shift; 2) to employ females and minors up to 10 hours per day and 55 hours per week; 3) to employ females or minors after 10 p. m. Upon the receipt of a request for such permission, the labor commissioner will investigate and refer the matter to the governor for final decision. No request is to be addressed directly to the governor (General No. 865).

Training of female help in wartime plants deserves immediate consideration, owing to the announcement that deferred employees will shortly be reclassified (General No. 866).

Price Control

Association feels that if there is to be price control legislation, it must provide for complete price control, including wages, rents, and food products. Licensing should not be resorted to as a means of enforcement. Provision for appeal or review of price ceilings should be made. A commission rather than a single administrator should have charge of price control (General No. 861; also see General No. 826, August 6, 1941).

Priorities

Companies facing a lack or shortage

of raw material are urged to send in to the Association a detailed, written statement of their situation. Also, prime contractors are asked to state their needs. In this way information can be passed on to Washington which will enable Connecticut industry to participate as fully as possible in war production (General No. 864).

Transportation

Hearing on joint rail-lake-rail rates from the Atlantic seaboard territory to the Pacific Northwest, scheduled for December 15 in Brooklyn, is indefinitely postponed upon request of the rail carriers. Association feels that as a result of the curtailment of inter-coastal steamship service to the west coast, many concerns may be interested in obtaining differential rates on that part of their Pacific traffic which does not require expeditious handling (Transportation No. 677 and 675).

Association lists more important steamship and railroad embargoes that have general application. The notice supersedes all previous embargo bulletins (Transcontinental No. 676).

Petition of Class I railroads for authority to increase rates, fares and charges by substantially 10% has been set for hearing by the ICC at the Morrison Hotel, Chicago, January 5. Recent increase in railroad wages is estimated to total \$330 millions per year, while proposed rate changes are estimated to yield about \$337 millions. Railway Express Agency has also started move for upping its charges a maximum of six cents per shipment. In the past the Association has opposed percentage rate increases, because of the burden they place on long haul shippers (Transportation No. 678).

War Resources

New table of contents of War Resources Bulletins issued to replace the one sent out September 26, 1941.

Copper Conservation Order No. M-9-c is amended by the Division of Priorities, OPM, to go into effect January 1, 1942 (War Resources No. 10, pp. 65-73).

Plans for allocation of critical materials by the SPAC and OPM discussed (same bulletin as above, pp. 74-76).

Preference Rating Order P-22, covering repair, maintenance and operating supplies, is amended by Priorities Division (same bulletin as above, pp. 76-80).

Priorities Director Donald Nelson releases new program designed to smooth the flow of priority rating applications and to grant war producers ratings that will be sufficiently high to obtain scarce materials on a quarterly basis. Called the "Production Requirements Plan", it seems—in spite of its purpose—complicated (War Resources No. 11, p. 83).

Copper Conservation Order No. M-O-c amended again, so that manufacturers of copper and copper alloy articles will be permitted to use, to a limited extent, inventories of partially fabricated material between now and March 31, 1942 (War Resources No. 12, pp. 84-93).

Production Requirements Plan presented in more detail. To go into effect the first quarter in 1942. Communications and applications are to be addressed to Production Requirements Plan Section, Division of Priorities, OPM (same bulletin as above, pp. 93-96).

CONNECTICUT'S A.V.A.

(Continued from page 12)

to furnish to Defense industries the man power required. The second objective is being approached with gusto, but in the interests of youth over a long period of years the first and original objective of the A.V.A. program must be pursued. There is a generation now too young to enter the Defense program but old enough to be job seekers when the country can return to peacetime conditions. It is socially imperative that the facilities for training and retraining these future citizens be kept intact and up-to-date. Otherwise the problem of what to do with America's youth will be even farther from a practical solution.

CONNECTICUT AT WAR

(Continued from page 8)

new Selective Service program, will be taken from non-defense industries, rather than from the ranks of women industrial workers. Thomas J. Murphy of the State Labor Department said few women are trained to take over key machinists' jobs. Deferments for men in key positions will be continued as before, it is hoped.

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SIDNEY E. CORNELIUS, chairman of the committee on industrial plant defense organization of the Hartford Defense Council, has sent letters to all industrial plants in Hartford County stressing the necessity for protective measures by individual plants against possible air attack or disruption of production activities.

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THE NAM has issued a 55 page survey which claims there will be an adequate supply of steel this year both for war and restricted civilian needs. Prepared for consideration by the 46th annual Congress of American Industry in December, the study charges that government officials have overestimated steel requirements in several instances, notably for export and railroad uses. In endeavoring to determine what the distribution of steel production among war and civilian requirements may be in 1942, the survey accepts the estimate of Donald Nelson, executive director of Supply Priorities and Allocations Board, that 35,000,000 net tons of steel will be needed and concludes that the balance of 54,000,000 tons of steel capacity will be adequate under the restricted civilian requirements.

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SHIPMENTS of Pratt & Whitney aircraft engines in November totalled more than 2 million horsepower, sufficient for powering 850 twin-engine bombers. General Manager H. M. Horner said this record shipment marked attainment of the goal originally set for February, 1942, by the Navy.

At its present rate the East Hartford concern will produce from December through March more horse-

power than America turned out with the aid of seven auto manufacturers during World War I. The production rate now is double the November, 1940, figure. Total factory area is about 2,100,000 square feet or 48 acres. Maximum production will be reached by May.

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NEW DEPARTURE DIVISION of General Motors, Bristol, has taken tremendous strides forward in 1941 with "Defense Comes First" as its slogan. Between 5,000,000 and 6,000,-000 steel ball bearings are streaming from the assembly lines every month. In one week nearly 500,000 man-hours are worked the clock around. When New Departure discovered that it was to be assigned the job of supplying booming aircraft industries with more bearings for planes, a lease agreement was signed with the Defense Plant Corporation in Washington for the purchase of nearly \$2,500,000 worth of machinery and equipment. Ground has been broken for an addition to the Bristol plant.

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ALL RESOURCES of Bristol Brass have been applied almost 100 percent to war production. In the past, Bristol Brass contributed to defense production in an indirect way by supplying raw material in brass sheet, rod and wire.

INDUSTRIAL DUSTS

(Continued from page 10)

erly designed and applied as near as practicable to the point of dust generation. Of all mechanical measures used for dust control purposes this method has the largest industrial application. The effective operation of this type of device depends upon such factors as hood design, location of hood in respect to point of dust dispersion, air velocities and volumes, and other items which should be carefully considered by a ventilating engineer before actual construction work is undertaken. After installation is complete the system should be properly maintained and operated within its rated capacity if effective control is to be expected.

Personal respiratory protective equipment such as hose masks and filter type respirators are available which will afford adequate protection against the wide variety of dusts encountered in industry. The stamp of the United States Bureau of Mines on the face piece of the dust respirator assures the user that the device has met certain necessary requirements. This type of equipment is recommended essentially for the protection of operators when required to enter zones of high dust concentrations for short periods of time. Conditions making it advisable for workers to wear respirators continuously indicate the need for more effective dust control measures.

No dust control program is complete unless it includes provisions for housekeeping. Such provisions include the instruction of workmen in methods of proper operating technique; adequate and conveniently located storage facilities; regular, periodic cleaning and wetting down of dusty or dry areas; vacuum cleaning, brushing or using steam in removing dust from settling places. General cleaning, particularly of walls and overhead structure, should be done after regular working hours. Workers in the room should be provided with approved dust respirators.

The combined efforts of industry, the physician and engineer can be utilized effectively in the application of already successfully employed methods in the control of specific dust hazards. Definite procedures for the evaluation of dust hazards have been developed and effective control measures are in continuous operation in many plants. After it has been determined whether or not a dust hazard exists, and any necessary control measures have been taken, the continued effective operation of the plant's dust control program should be assured by regular maintenance of dust control equipment and periodic physical examination of workers. Good housekeeping usually goes hand-in-hand with a well organized and effective dust control program.

The State Department of Health makes regulations respecting concentrations of materials to which workers may be safely exposed. The Bureau of Industrial Hygiene of the State Department of Health makes studies to determine whether any health hazard exists and recommends measures for controlling any health hazards. It maintains a consultation service on medical, chemical and engineering problems provided without cost.

ACCOUNTING HINTS

(By Hartford Chapter, National Association of Cost Accountants)

ARE YOUR RECORDS READY?

The various payroll tax laws enacted five years ago, like many other new laws embodied the requirement that adequate records be maintained and preserved to substantiate the company's acts and to demonstrate its observance and compliance with the statute. The laws, and sometimes the regulations, failed to clearly and forcefully prescribe just what records and data were to be kept. Consequently there were many types of records individually concocted which complied with the evolved wishes of the enforcement officials with varying degrees of completeness. After a number of years of field work by inspectors the records required for payroll tax purposes have been developed to a reasonable state of satisfaction. New laws and decrees involving the control, supervision, and regulation of business have all involved report and record keeping, sometimes overlapping and again conflicting. These developments have come along in such rapid succession that management has been deeply perplexed by it. Even with all the best intentions in the world of complying, it has, nevertheless, been difficult to ascertain what need be done to satisfy the corp of officialdom.

But if management has been perplexed as to the requisites of record keeping in the past, there is no suitable term to describe the confusion it will encounter presently and in the near future under the various Defense Acts and Agencies. The situation now,

however, is by far much more serious, due to the drastic and extreme penalties which may be incurred even to the point of being forced out of business. The new and growing enigma of record keeping and inspection centers about Priorities and other ramifications of the National Defense Program. The requirements are not linked to consummated financial transactions but apply to many related and incidental matters. The present economy requires that regardless of prior bookings and backlog a defense order must be accepted; furthermore it must be accorded its rated priority, thus displacing non-defense business and orders having a lesser priority rating. In order to be able to demonstrate that this requirement has been complied with it is very important that a good record be kept of orders received, their disposition and progress. In the event it is necessary to decline an order a complete case should be established for the files as to the reasons, etc.

Another important business activity is the procurement of materials and equipment. This involves asserting the priority status which the company itself enjoys or which accompanies its customers' orders. Here again records are vitally essential in order to get materials or facilities with which to operate, and to be able to demonstrate that priorities have not been abused.

Always vital to proper management, the control of inventories has assumed major prominence. The use of materials for defense orders and non-defense

business may be the subject of scrutiny. The proper use of inventories and the operations for replenishing it must be carried on strictly in accordance with Governmental regulations in order to avoid the possibility of future involvement.

In conclusion it is apparent that good records are more vital than ever in the past. This pertains to all phases of industrial operations and furthermore applies to both financial transactions and historical facts. It should be established for the record why certain action was or was not taken. It is also obvious that all departments affected must know of these basic requirements which, in effect, means the entire plant. Industries which operated throughout the World War No. 1 can still remember the protracted litigation over war contracts after the Armistice and how essential good records were at that time.



COST ACCOUNTANTS TO DISCUSS OFFICE MANAGEMENT:

The January 20, 1942 meeting of Hartford Chapter, National Association of Cost Accounts will devote its technical session to discussion of various phases of office management and efficiency. This is a timely topic in view of increasing pressure under which the "white collar" staff operates. Mr. George W. Osborn, Office Manager, International Silver, Meriden will be the feature speaker.

BUSINESS PATTERN

(Continued from page 26)

000. The next largest item was a \$750,000 factory addition for the General Motors Bristol plant. Up to this point Connecticut's share in defense plant awards has been consistently large which is due in great measure to the concentration within the state of a great volume of machine tool, brass, aircraft engine and arms and ammunition production.

In the week ended November 15, the Bureau of Labor Statistics index of wholesale prices rose 0.6% to a new high at 92.3% of the 1926 average.

Price movement down to the week ending December 6 has been narrow, the index declining to 92.2% in that week. Largest increase was 5.5% in grains; decreases of 2.2% and 1.4% were registered in the livestock and poultry and fruits and vegetables sub-indexes. Other increases and decreases were fractional.

The index of Department Store sales in the United States rose to 115 in November from 105 in October and stands 15 points above November 1940. Comparable figures for Connecticut are not available at this time.

Sales of new life insurance in the United States for November were 21.6% over November 1940, approxi-

mately the same percentage increase applying to November sales in Connecticut. The increase in the United States for the first 11 months of 1941 over the same 1940 period was 8.7% while for Connecticut during this period sales of new life insurance written rose 19%.

Living costs in the United States advanced about 1% during November according to the National Industrial Conference Board index. The increase nationally since November 1940 has amounted to approximately 8.7%. On the same basis the Bridgeport and New Haven increases have been 8.7% and 9.5%, respectively.

HEARD AT THE N. A. M. CONGRESS

(Continued from page 5)

From "INDUSTRY'S POST-WAR RESPONSIBILITIES"

By Alfred P. Sloan Jr., Chairman of the Board,
General Motors Corp.

"Some take the position that our every effort today should be devoted solely to the objectives of the defense program. I do not subscribe to such a philosophy. I believe that we of industry and as citizens of a great democracy have two great responsibilities. We cannot afford to ignore either. First and foremost, there must be an all-out effort in the discharge of our vital obligations to the nation at this time of its great need. The war abroad can only be won on the American industrial front.

"But second, we should keep in mind, in our determination to win the war, that this is NOT an 'end' objective. National security, the preservation of a representative democracy, with free enterprise as an instrumentality of national progress—THAT is WHAT we are fighting for."

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From "WE'RE ON THE GOVERNMENT BLACKLIST"

By P. J. Currier, President, Currier Lumber Company

"Our employees had stood up against the most vicious physical attacks and mental defilement—because they are Americans through and through. There is a limit, however, to the courage of men who have to fight against tremendous odds. They joined the C.I.O. because they felt that they would receive equal recognition and protection from the government; because they felt that they would be able to work for defense.

"What did they find from their sincere efforts to serve the defense program? They found that they did not receive equal recognition from the government agencies. They found that they were not able to work for defense and build low cost houses, because a government agency pronounces that they would upset peace in labor, and suddenly unfolds a 'stabilization agreement' to tell them that they had joined up with the 'wrong outfit.'"

From "FUTURE DEFENSE DEMANDS ON INDUSTRY"

By Donald M. Nelson, Executive Director,
S. P. A. B.

"The big outstanding fact before us today is that our defense production effort, huge as it is, is not big enough.

"We have talked a good deal about an 'all-out' effort. In the very nature of the case it has got to be all-out. We are not playing for marbles; we are engaged in a life-or-death contest which is being conducted on a basis of winner take all. We are today making military expenditures at a rate of approximately one and three-quarter billion dollars a month. Considering the fact that this program got started less than eighteen months ago, that is an amazingly fine achievement: yet it unfortunately remains true that production at that rate WON'T BEAT HITLER. It won't even keep Hitler from beating everybody else. I believe that at the very least that production volume must be doubled."

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From "DISTRIBUTION OF DEFENSE CONTRACTS"

By Floyd B. Odlum, Director, Division of Contract Distribution, O. P. M.

"The spread work policy is taking hold. I see results every day. Every indicator that I know about is rising rapidly. I do not fear the situation faced by industry next spring, summer or fall. Any company that can last through the coming few months will, I believe, be able to carry on thereafter on its own. It's between now and spring that I fear. Priorities are sharp in their effect. Raw material cannot be spread too thin and mobilization of industry takes some time to effect completely.

"My belief, based on a study of all figures I have found available, is that in 1942 industrial America, given the raw materials, has plant and labor to produce all our defense goods presently projected for the period and nearly fifty billion dollars' worth of civilian goods."

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From "POST-WAR ECONOMIC PROSPECTS"

By Murray Shields, Economist, Irving Trust Company

"With a vigorous, educated, trained and naturally skillful people and with

the industrial brains which have organized the greatest productive effort the world has ever seen, we can spot any other nation a few years of military goods production and beat it at this business hands down if we really set our minds to the job. There has grown up the feeling that the United States cannot win an economic war. That is sheer nonsense. We can lose an economic battle now and then when we adopt unsound policies. But the way economic wars are won is with low production and transportation costs and that is precisely the advantage that this nation has. The totalitarian powers have been doing a bit of crowing recently over their accomplishments in world trade. Well, some of their shady deals will hardly bear careful scrutiny. In the long run, productive efficiency tells the story in international trade and American free, educated and skilled labor, using the finest machinery in existence, can outproduce any slave economy."

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From "BACK TO THE PATH THAT LEADS AHEAD"

By Channing Pollock, Playwright, Author, Lecturer

"America will let you punch it in the nose and kick it downstairs, but there always comes a time when it gets mad. It's getting mad now—about several things. Our leaders haven't the faintest idea how mad we're getting on the subject of strikes in defense industries, and elsewhere.

"Planned economy and collectivism are two of the oldest systems in earth, the only two, perhaps, that never succeeded at any time, anywhere . . .

"Meanwhile, of course, the campaign against business has produced in seven years, a shortage of twenty-one billion dollars of new corporate capital investments in the United States. It has produced chaos, collapse, stagnation, panic and what Dwight Morrow described years ago as a state of mind in which the individual regards the government as 'an alien and hostile power.' It has produced unexampled strife in labor, and the most complete general let-down this country has ever seen."

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From "INDUSTRY'S PUBLIC"

By T. J. Ross, Ivy Lee & T. J. Ross

"I believe that industry must make an intelligent and persistent effort to

find out what the public thinks before it can effectively win public understanding. With more light on the public view industry will be able to see more clearly the value of its own public relations work. From this standpoint we should examine the flora and fauna of public relations activity and make sure that they really contribute to our purpose.

"Let us not think we have found the answer in such things, for example, as the new growth of nice-looking illustrated annual reports which seem to be so much in vogue. Let us not take them or anything else for granted—but find out if they tell the public not only what we want to tell the public, but also tell the public what it wants to know. I do not mean to criticize any activities of this kind. I believe they are desirable. I am merely pointing out that perhaps the symbols and the language which we are using may not be the most effective."

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From "INDUSTRY LOOKS AT LABOR RELATIONS"

By Thomas Roy Jones, President, American Type Founders

"Let's use our heads: Let's be smart: Let's use finesse and try for methods which give some assurance of success. We can be constructive in our thinking and approach. We can be cooperative on desirable objectives and have something to say as to what methods will be used to reach those objectives. We can use popular appeal and persuasion to convince the public. The politicians do. Look them over: Are they smarter than we?"

"We are rugged individualists all

right but if we know what is good for us we will cultivate more ruggedness and less individualism. We need unity. Not that unity which merely resists all change, but a unity which will appraise conditions as they are and where change is desirable or inevitable take constructive action to further that change; a unity which will be realistic; cooperative; and which does not fear or disdain to join forces with labor, government, agriculture or any other factor of the social or economic scheme in the light of our long range interests instead of short range ones."

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From "THE GREAT AMERICAN JURY"

By C. M. Chester, Chairman of the Board, General Foods Corporation

"Good public relations is only half the job, and the latter half of the job at that. Ahead of it goes performance. We need not only to build soundly and tell our story honestly and persistently; we must also help to shape a democratic vision of tomorrow, with a sound and stable future. No group can hope to criticize a new future into being; it has to be prepared, and then worked for patiently.

"It means stepping out of our roles of mere producers, proclaimers, and critics, and becoming leaders—champions of the cause for the future economic America. Industrial managers cannot endure if we justify the claim of our critics—that we forget nothing, learn nothing, and fear everything."

"Free enterprise has no vested right. It will be accepted and retained only as long as the great American Jury believes it serves them better than would any other."

BETWEEN COVERS

(Continued from page 22)

the last war, the main phases in Europe, and our present dilemma and challenge.

Douglas Miller's best seller, "You Can't Do Business With Hitler" is a vital message to American industrialists. Mr. Miller spent fifteen years at the United States Embassy in Berlin, six of them under the Nazi regime.

In "Latin American Trade: how to get and hold it" Frank Henius, a foreign trade counselor, gives American exporters the benefit of years of experience. He emphasizes the need for healthful two-way trade and outlines a practical plan.

"Modern Foremanship and Supervision Under New Deal Legislation" by Rector and Rinckhoff is a simplified guide to the National Labor Relations Act, the Fair Labor Standards Act, and the Walsh-Healey Act. It provides the foreman with a list of actions which are illegal.

"Manual For Executives and Foremen" by Schell and Gilmore tells how to go about improving factory departments. Directions are aimed at decreasing unit costs and increasing quality. The authors speak particularly of helping officials stay longer with one company, because turnover of executive personnel is wasteful.

"New Methods For Profit In The Stock Market" by G. A. Drew is a little book which brings together the best-known forecasting systems and tells what may be expected of them.

"Variable Budget Control" by F. V. Gardner has full directions for applying a flexible system of controllership, a measure of current cost of output, as practiced by modern industrial concerns.

ESTHER GLANZ.

EXPORT NEWS

(Continued from page 23)

agreement the Argentine Government assures Italy that the ships will not be used in favor of the Alignment powers and against Italy and her allies.

Eight of the ships are sold outright and the remaining eight sold with the Italian Government having the option to reacquire them within six months from the end of the war. Fifty percent

of the purchase price is to be in treasury bills in liras to be deposited in the Central Bank of Argentina to the order of the Italian Government. The remaining 50 percent is to be in the form of a credit in liras in favor of the Italian Government which will be paid at the end of the war and must be used entirely in the purchase of Argentine products. Interest at the rate of 2.25 percent per annum is to be carried by both the Treasury Bills

in liras and the amount of the credit. The Treasury bills, the interest thereon, and the interest on the credit, will remain deposited in the Central Bank, and until the end of the war will not be used in financial operations of any kind. When freely disposable, such bills will be used, in the first instance, to meet the payments which the Italian Government will require in the event it exercises its option rights to repurchase eight of the vessels.



Ed. NOTE. This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Barrels	
The Baker Goodyear Co	New Haven	The Abbott Ball Co	(burnishing and tumbling)
Accounting Machines		Hartford	Hartford
Underwood Elliott Fisher Co	Hartford	The Hartford Steel Ball Co	(tumbling)
Acetylene		Hartford	Hartford
Connecticut Gas Products Co Inc	Meriden	Bathroom Accessories	Oakville
Adding Machines		The Autoyre Company	Meriden
Underwood Elliott Fisher Co	Hartford	The Charles Parker Co	Meriden
Advertising Printing		Bearings	
The Case Lockwood & Brainerd Co	Hartford	New Departure Div of General Motors (ball)	Bristol
Advertising Specialties		The Fafnir Bearing Co (ball)	New Britain
The H C Cool Co 32 Beaver St	Ansonia	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Scovill Manufacturing Co (Made to Order)	Waterbury	Bells	
The Waterbury Button Co	Waterbury	Revin Brothers Mfg Co	East Hampton
Aero Webbing Products		The Gong Bell Mfg Co	East Hampton
Russell Mfg Co	Middletown	Sargent and Co	New Haven
Air Compressors		The N N Hill Brass Co	East Hampton
The Spencer Turbine Co	Hartford	Beltting	
Aircraft—Repair & Overhaul		Hartford Belting Co	Hartford
United Airports Div United Aircraft Corp	East Hartford	The Russell Mfg Co	Middletown
Airplanes		The Thames Belting Co	Norwich
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	Benches	
Aluminum Castings		The Charles Parker Co (piano)	Meriden
Newton-New Haven Co 688 Third Avenue	West Haven	Bicycle Coaster Brakes	
Aluminum Forgings		New Departure Div General Motors Corp	Bristol
Scovill Manufacturing Co (small)	Waterbury	Bicycle Sundries	
Aluminum Goods		New Departure Div General Motors Corp	Bristol
Scovill Manufacturing Co (To Order)	Waterbury	Binders Board	
The Waterbury Button Co	Waterbury	Colonial Board Company	Manchester
Aluminum—Sheets & Coils		Ernst Bischoff Company Inc	Ivoryton
United Smelting & Aluminum Co Inc	New Haven	Biological Products	
Ammunition		Blades	
Remington Arms Co Inc	Bridgeport	Capewell Manufacturing Company, Metal Saw Division, (hack saw and band saw)	Hartford
Artificial Leather		Blocks	
The Permatex Fabrica Corp	Jewett City	Howard Company (cupola fire clay)	New Haven
Zappon Div, Atlas Powder Co	Stamford	Blower Fans	
Asbestos		The Spencer Turbine Co	Hartford
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	Colonial Blower Company	Hartford
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Blower Systems	Hartford
Assemblies, Small		The Bigelow Co	New Haven
The Greist Manufacturing Co	New Haven	Petroleum Heat & Power Co (domestic only)	Stamford
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Bolts and Nuts	
Auto Cable Housing		Clark Brothers Bolt Co	Middletown
Automatic Control Instruments		The O K Tool Co Inc (T-Slot)	33 Hull St Shelton
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury	The Blake & Johnson Co (nuts, machine screw-bolts, stove)	Waterville
Automobile Accessories		The Lydall & Foulds Paper Co	Manchester
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	National Folding Box Co	New Haven
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch facings, packings)	Bridgeport	New Haven Pulp & Board Co	New Haven
Automotive Friction Fabrics		Robertson Paper Box Co	Montville
The Russell Mfg Co	Middletown	Boxes—Paper—Folding	
Automotive & Service Station Equipment		Atlantic Carton Corp	Norwich
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	S Curtis & Son Inc	Sandy Hook
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport	M S Dowd Carton Co	Hartford
Bakelite Moldings		National Folding Box Co (paper folding)	New Haven
The Waterbury Button Co	Waterbury	The New Haven Pulp & Board Co	New Haven
Balls		Robertson Paper Box Co	Montville
The Abbott Ball Co (steel bearing and burnishing)	Hartford	Brake Linings	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	Colt's Patent Fire Arms Mfg Co	Hartford
Barrels		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport
The Abbott Ball Co (burnishing and tumbling)	Hartford	The Russell Mfg Co	Middletown
Bathroom Accessories		Brass and Bronze	
The American Brass Co (sheet, wire rods, tubes)	Waterbury	Vanadium Metals Co (brass, bronze and aluminum)	Waterbury
The Bristol Brass Corp (sheet, wire, rods)	Bristol	Union Mfg Co (gray iron)	New Britain
Barrels		Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Brass and Bronze		Castings—Permanent Mould	
The Abbott Ball Co (burnishing and tumbling)	Hartford	The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
Brass Goods			
Sargent and Company	New Haven		
Scovill Manufacturing Co (To Order)	Waterbury		
Brass Mill Products			
Bridgeport Brass Co	Bridgeport		
Scovill Manufacturing Co	Waterbury		
Brass Stencils—Interchangeable			
The Fletcher Terry Co	Box 415, Forestville		
Brick—Building			
The Donnelly Brick Co	New Britain		
Bricks—Fire			
Howard Company	New Haven		
Broaching			
The Hartford Special Machinery Co	Hartford		
Brooms—Brushes			
The Fuller Brush Co	Hartford		
Buckles			
The Hatheway Mfg Co (Dee Rings)			
Buffing & Polishing Compositions			
Apothecaries Hall Co	Bridgeport		
Lea Mfg Co	Waterbury		
Buffing Wheels			
The Williamsville Buff Mfg Co	Waterbury		
Buttons			
B Schwanda & Sons	Staffordville		
The Patent Button Co	Naugatuck		
John M Russell Mfg Co Inc	WATERBURY		
B Schwanda & Sons	Staffordville		
The Patent Button Co	WATERBURY		
The Waterbury Button Co	WATERBURY		
Buffing & Polishing Compositions			
Apothecaries Hall Co	Bridgeport		
Lea Mfg Co	Waterbury		
Buffing Wheels			
The Williamsville Buff Mfg Co	Waterbury		
Buttons			
B Schwanda & Sons	Staffordville		
The Patent Button Co	WATERBURY		
Colt's Patent Fire Arms Mfg Co	Hartford		
Scovill Manufacturing Co (uniform and tack fastened)	WATERBURY		
The Waterbury Button Co	WATERBURY		
Cabinets			
The Charles Parker Co (medicine)	Meriden		
Cable			
The Wiremold Co (electric, non-metallic Sheathed)	Hartford		
Cams			
The Hartford Special Machinery Co	Hartford		
Carpets and Rugs			
Bigelow-Sanford Carpet Co	Thompsonville		
Carpet Lining			
Palmer Brothers Co	New London		
Castings			
The Charles Parker Co (gray iron)	Meriden		
The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden		
The Gillette-Vilber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London		
Castings			
The Sessions Foundry Co (gray iron)	Bristol		
John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck		
Maliceable Iron Fittings Co (malleable iron and steel)	Branford		
McLaxon Foundry Co (gray iron)	New Haven		
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven		
Philbrick-Booth & Spencer Inc (Grey Iron)	Hartford		
Scovill Manufacturing Co (brass and bronze)	Waterbury		
Castings			
Vanadium Metals Co (brass, bronze and aluminum)	Waterbury		
Union Mfg Co (gray iron)	New Britain		
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown		
Castings—Permanent Mould			
The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden		

IT'S MADE IN CONNECTICUT

—CONTINUED—

Centrifugal Blower Wheels		Dowel Pins	Forgings
The Torrington Manufacturing Co	Torrington	The Allen Manufacturing Co.	Hartford
Chain		Edged Tools	Heppenstall Co (all kinds and shapes)
John M Russel Mfg Co Inc	Naugatuck	The Collins Co (axes and other edged tools)	Middletown
Chains—Bead		Elastic Webbing	Collinsville
The Bead Chain Mfg. Co.	Bridgeport	The Russell Mfg Co	Middletown
Chemicals		Electric Appliances	New Haven
Apothecaries Hall Co	Waterbury	The Silex Co	80 Pliny St Hartford
MacDermid Incorporated	Waterbury	Electric Cables	
American Cyanamid & Chemical Corp	Waterbury	Rockbestos Products Corp (asbestos insulated)	New Haven
Chromium Plating		Electrical Conduit Fittings & Grounding	
Chromium Corp of America	Waterbury	Specialties	New Haven
Chucks & Face Plate Jaws		The Gillette-Vibber Company	New London
Union Mfg Co	New Britain	Electric Cords	
Clamps—Wood Workers		Rockbestos Products Corp (asbestos insulated)	New Haven
Sargent and Company	New Haven	Electric Eye Control	
Clay		United Cinephone Corporation	Torrington
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Electric—Commutators & Segments	
Cleansing Compounds		The Cameron Elec Mfg Co (rewinding motors)	Ansonia
MacDermid Incorporated	Waterbury	Electric Fixture Wire	
Clutch Facings		Rockbestos Products Corp (asbestos insulated)	New Haven
The Russell Mfg Co	Middletown	Electric Heating Element & Units	
Clutch—Friction		Rockbestos Products Corp (asbestos insulated)	New Haven
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorg)	Manchester	Electric Panel Boards	
Metallic)		The Plainville Electrical Products Co	Plainville
The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic)	Bridgeport	Electric Wire	
Comfortables		Rockbestos Products Corp (asbestos insulated)	New Haven
Palmer Brothers Co	New London	Electrical Control Apparatus	
Cones		The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic	Electrical Control Equipment	
Consulting Engineers		The Trumbull Electric Mfg Co	Plainville
The Stanley P Rockwell Co Inc (Consulting)	Hartford	Electrical Recorders	Hartford
296 Homestead Ave		The Bristol Co	Waterbury
Contract Manufacturers		A C Gilbert Co	New Haven
The Greist Mfg Co (metal parts and assemblies)		Electrical Goods	
503 Blake St	Copper	Colt's Patent Fire Arms Mfg Co	Hartford
The American Brass Co (sheet, wire, rods, tubes)	Waterbury	Electrical Switches	
The Bristol Brass Corp (sheet)	Bristol	Colt's Patent Fire Arms Mfg Co	Hartford
Scovill Manufacturing Co (pipe and service tubing)	Waterbury	Electrotypes	
The Thinsheet Metals Co (sheets and rolls)	Waterbury	W T Barnum & Co Inc (all classes)	Elevators
Copper Sheets		The Eastern Machinery Co (passenger and freight)	New Haven
The New Haven Copper Co	Seymour	General Elevator Service Co Inc (freight, passenger and residence)	Hartford
Copper Shingles		Embalming Chemicals	
The New Haven Copper Co	Seymour	The Embalmers' Supply Co	Westport
Copper Water Tube		Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport
Bridgeport Brass Co	Bridgeport	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford
Cork Cots		Envelopes	
Sonoco Products Co (Climax-Lowell Div)	Mystic	Plimpton Mfg Co Div U S Envelope Co (Manufacturers)	Hartford
Corrugated Box Manufacturers		Curtis 1000 Inc	Hartford
The Danbury Square Box Co	Danbury	Extractors—Tap	
Corrugated Shipping Cases		The Walton Co	94 Allyn St Hartford
D I & D Container Corp	87 Shelton Ave	Eyelets	
New Haven		The Platt Bros & Co P O Box 1030	Waterbury
Connecticut Corrugated Box Div	Robert Gair Co Inc	Scovill Manufacturing Co	Waterbury
Cosmetics	Portland	The Waterbury Button Co	Waterbury
Northam Warren Corporation	Stamford	Fasteners—Slide & Snap	
The J B Williams Co	Glastonbury	The G E Prentice Mfg Co	New Britain
Cotton Battling & Jute Battling		Sargent and Co	New Haven
Palmer Brothers	New London	The Patent Button Co	Waterbury
Cotton and Jute Battling		Scovill Manufacturing Co (snap)	Waterbury
The Gilman Brothers Company	Gilman	FELT—All Purposes	
Cotton Yarn		American Felt Co (Mills & Cutting Plant)	Glenville
The Floyd Cranska Co	Moosup	Ferrules	
Counting Devices		The Waterbury Button Co	Waterbury
Veeder-Root Inc	Hartford	Fibre Board	
Cutlery		The C H Norton Co	North Westchester
Remington Arms Co Inc	Bridgeport	Finger Nail Clippers	
Cut Stone		The H C Cook Co	32 Beaver St Ansonia
The Dexitone Co	New Haven	Firearms	
Cutters		Colt's Patent Fire Arms Mfg Co	Hartford
The Standard Machinery Co (rotary board, single and duplex)	Mystic	Remington Arms Co Inc	Bridgeport
The O K Tool Co Inc (inserted tooth milling)	Shelton	Fire Hose	
33 Hull St		Fabrics Fire Hose Co (municipal and industrial)	
Dictating Machines		Fireplace Goods	Sandy Hook
Dictaphone Corporation	Bridgenort	The John P Smith Co (screens)	423-33 Chapel St
The Soundscriber Corporation	New Haven	New Haven	
Die Castings		The Rostand Mfg Co	Milford
Newton-New Haven Co Inc	688 Third Ave	Fireproof Floor Joists	
West Haven		The Dexitone Co	New Haven
Dies		Fishing Equipment	
The Hoggson & Pettis Mfg Co	141 Brewery St	The Horton Mfg Co (reels, rods, lines)	Bristol
New Haven		Fishing Lines	
Die-Heads—Self-Opening		The Bevin-Wilcox Line Co	East Hampton
The Eastern Machine Screw Corp	Truman & Barclay Sts	Fishing Tackle	
Barclay Sts	New Haven	The H C Cook Co	32 Beaver St Ansonia
The Geometric Tool Co	New Haven	Flashlight Cases	
Dish Washing Machines		Scovill Manufacturing Co (metal)	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford	Fluorescent Lighting Equipment	
Draperies		The Wiremold Company	Hartford
Palmer Brothers Co	New London	Insulated Wire Cords & Cable	
Drop Forgings		The Kerite Insulated Wire & Cable Co Inc	Seymour
Wilcox Crittenden & Co Inc	Middletown	(Advt.)	
The Blakeslee Forging Co	Plantsville		
Atwater Mfg Co	Plantsville		

IT'S MADE IN CONNECTICUT

—CONTINUED—

The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden	J H Sessions & Son	Bristol	Punches
Japanning	Bristol	The H C Cook Co	32 Beaver St Ansonia	141 Brewery St New Haven
J H Sessions & Son	Bristol	The Greist Mfg Co	503 Blake St New Haven	Putty Softeners—Electrical
Jointing	Bridgeport	The Waterbury Button Co	Waterbury	The Fletcher Terry Co Box 415 Forestville
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet)	Bridgeport	Milk Bottle Carriers		Pyrometers
Key Blanks	Bridgeport	The John P Smith Co	323-33 Chapel St New Haven	The Bristol Co (recording and controlling)
Sargent and Company	New Haven			Waterbury
The Graham Mfg Co	Derby			Radiation-Finned Copper
Knit Goods	New Britain			The G & O Manufacturing Company New Haven
American Hosiery Company	New Britain			Railroad Equipment
Labels				The Rostand Mfg Co (baggage racks and mirrors for passenger cars) Milford
J & J Cash Inc (Woven)	South Norwalk	Wilcox Crittenden & Co Inc	Middletown	Rayon Yarns
Lacquers & Synthetic Enamels		Colt's Patent Fire Arms Mfg Co	Hartford	The Hartford Rayon Corp Rocky Hill
Zapon Div Atlas Powder Co	Stamford	The Watertown Mfg Co	117 Echo Lake Road Watertown	Razors
Ladders		Moulds		Schick Dry Shaver Inc (electric) Stamford
A W Flint Co	196 Chapel St New Haven	The Hoggson & Pettis Mfg Co (steel)	141 New Haven	Reamers
Lamps		Brewery St		The O K Tool Co Inc (inserted tooth) 33 Hull St Shelton
The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford	The Sessions Foundry Co (heat resisting for non ferrous metals)	Bristol	Recorders
Leather		Nickel Anodes		The Bristol Co (automatic controllers, temperature, pressure, flow, humidity) Waterbury
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	Anotheacaries Hall Co	Waterbury	Refractories
Leather Goods Trimmings		The Seymour Mfg Co	Seymour	Howard Company New Haven
The G E Prentice Mfg Co	New Britain	Nuts Bolts and Washers		Resistance Wire
Letterheads		Clark Brothers Bolt Co	Milldale	The C O Jelliff Mfg Co (Nickel chromium, kanthal)
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	Office Equipment	Hartford	Retainers
Lighting Equipment		Underwood Elliott Fisher Co	Hartford	The Hartford Steel Ball Co (bicycle & automotive) Reverse Gear—Marine
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	Malleable Iron Fittings Co	Branford	The Carlyle Johnson Mach Co Manchester
The Waterbury Button Co	Waterbury	The Silent Glow Oil Burner Corp	Hartford	Riveting Machines
Locks		1477 Park St		The Grant Mfg & Machine Co Bridgeport
Sargent and Company	New Haven	Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford	The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment) Bridgeport
Locks—Cabinet		Oil Burner Wick		Rivets
The Excelsior Hardware Co	Stamford	Paints and Enamels		The Connecticut Manufacturing Company
Locks—Suit-case and Trimmings		The Tredennick Paint Mfg Co	Meriden	Clark Brothers Bolt Co Waterbury
The Excelsior Hardware Co	Stamford	Paperboard		The Blake & Johnson Co (brass, copper and non-ferrous) Milldale
Locks—Trunk		Connecticut Gas Products Co Inc	Meriden	J H Sessions & Son Bristol
The Excelsior Hardware Co	Stamford	Packing		The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper) Bridgeport
Locks—Zipper		The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport	The Raybestos Div of Raybestos-Manhattan Inc (iron) Bridgeport
The Excelsior Hardware Co	Stamford	Oxygen		Rods
Loom—Non-Metallic		Connecticut Gas Products Co Inc	Meriden	The Bristol Brass Corp (brass and bronze) Bristol
The Wiremold Company	Hartford	Packing		Roof Coatings & Cements
Machine Work		The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport	Tilo Roofing Co Inc Stratford
The Hartford Special Machinery Co (contract work only)	Hartford	Paints and Enamels		Roofing—Built Up
The Torrington Manufacturing Co (special rolling mill machinery)	Torrington	The Tredennick Paint Mfg Co	Meriden	Tilo Roofing Co Inc Stratford
Machinery		Paperboard		Rubber Chemicals
The Halliden Machine Company (mill)	Thomaston	Connecticut Corrugated Box Div	Robert Gair Portland	The Stamford Rubber Supply Co ("Factie" Vulcanized Vegetable Oils) Stamford
The Torrington Manufacturing Co (mill)	Torrington	The New Haven Pulp & Board Co	New Haven	Rubberized Fabrics
The Standard Machinery Co (bookbinders)	Mystic	Paper Boxes		The Duro-Gloss Rubber Co New Haven
Machinery Dealers & Rebuilders		National Folding Box Co (folding)	New Haven	Rubber Footwear
Botwinik Brothers	New Haven	The New Haven Pulp & Board Co	New Haven	The Goodyear Rubber Co Middletown
Machinery Dealers Inc	New Haven	Robertson Paper Box Co (folding)	Montville	United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear) Naugatuck
Machines		Paper Clips		Rubbish Burners
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	The H C Cook Co (steel)	32 Beaver St Ansonia	The John P Smith Co 423-33 Chapel St New Haven
The Patent Button Company	Waterbury	Paper Tubes and Cores		Safety Fuses
Machines—Automatic		Sonoco Products Co (Climax-Lowell Div)	Mystic	Saw Blades
The A H Nilson Mach Co (Special)	Bridgeport	Parallel Tubes		The Capewell Mfg Co (Hack Saw, Band Saw)
Machines—Forming		Sonoco Products Co (Climax-Lowell Div)	Mystic	Scales—Industrial Dial
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	Pharmaceutical Specialties		The Kron Company Bridgeport
Malleable Iron Castings		Ernst Bischoff Company Inc	Ivoryton	The Acme Shear Company Bridgeport
Malleable Iron Fittings Co	Branford	Phosphor Bronze		Screw Machine Products
Marine Equipment		The Seymour Mfg Co	Seymour	The Connecticut Manufacturing Company Waterbury
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	The Bristol Brass Corp (sheet)	Bristol	Corbin Screw Div, American Hardware Corp New Britain
Wilcox Crittenden & Co Inc	Middletown	Pipe		The Blake & Johnson Co Waterville
Marking Devices		The American Brass Co (brass and copper)	Waterbury	Centerless Grinding Works Bridgeport
The Hoggson & Pettis Mfg Co	New Haven	Howard Co (cement well and chimney)	New Haven	The Eastern Machine Screw Corp
Matrices		Crane Company (fabricated)	Bridgeport	Truman & Barclay St New Haven
W T Barnum & Co Inc	New Haven	Bridgeport Brass Co (brass & copper)	Bridgeport	The Humason Mfg Co Forestville
Mattresses		Scovill Manufacturing Co (copper, red brass and yellow brass)	Bridgeport	The Greist Mfg Co (Up to 1½" capacity) New Haven
Palmer Brothers Co	New London	Pipe Fittings		Scovill Manufacturing Co Waterbury
Waterbury Mattress Co	Waterbury	Platers		The Blake & Johnson Co (machine) Waterbury
Metal Cleaners		The Patent Button Co	Waterbury	Corbin Screw Div, American Hardware Corp New Britain
Apothecaries Hall Co	Waterbury	The Plainville Electro Plating Co	Plainville	The Western Machine Screw Corp
Metal Cleaning Machines		Platers—Chrome		Truman & Barclay St New Haven
Colt's Patent Fire Arms Mfg Co	Hartford	The Plainville Electro Plating Co	Plainville	The Humason Mfg Co Forestville
Metal Goods		Platers' Equipment		The Greist Mfg Co (Up to 1½" capacity) New Haven
Bridgeport Brass Co (to order)	Bridgeport	MacDermid Incorporated	Waterbury	Scovill Manufacturing Co Waterbury
Metal Novelties		Plumbers' Brass Goods		The Blake & Johnson Co (machine) Waterbury
The H C Cook Co	32 Beaver St Ansonia	Bridgeport Brass Co	Bridgeport	Corbin Screw Div, American Hardware Corp New Britain
The Waterbury Button Co	Waterbury	Scovill Manufacturing Co	Waterbury	The Western Machine Screw Corp
Metal Products—Stampings		Plumbing Specialties		Truman & Barclay St New Haven
J H Sessions & Son	Bristol	John M Russell Mfg Co Inc	Naugatuck	The Humason Mfg Co Forestville
Scovill Manufacturing Co (Made to Order)	Waterbury	Pole Line		The Greist Mfg Co (Up to 1½" capacity) New Haven
Metal Specialties		Malleable Iron Fittings Co	Branford	Scovill Manufacturing Co Waterbury
The Excelsior Hardware Co	Stamford	Polishing Wheels		The Blake & Johnson Co (machine) Waterbury
The G E Prentice Mfg Co	New Britain	The Williamsville Buff Mfg Co	Danielson	Corbin Screw Div, American Hardware Corp New Britain
Metal Stampings		Presses		The Western Machine Screw Corp
The Autoyre Co (small)	Oakville	The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	Sargent and Company New Haven
The Patent Button Co	Waterbury	Propellers—Aircraft		Clark Brothers Bolt Co Milldale
The Excelsior Hardware Co	Stamford	Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	The Charles Parker Co (wood) Meriden
		Propeller Fan Blades		Scovill Manufacturing Co (cap and machine) Waterbury
		The Torrington Manufacturing Co	Torrington	(Advt.)

IT'S MADE IN CONNECTICUT

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Screws (Machine)		Steel—Cold Rolled Strip and Sheets		Valves—Automatic Air
The Connecticut Manufacturing Company	Waterbury	Wallingford Steel Company	Wallingford	Beaton & Cadwell Mfg Co New Britain
Scythes		Steel Goods		Valves—Flush
Winsted Manufacturing Co	Winsted	Scovill Manufacturing Co (To Order)	Waterbury	Beaton & Cadwell Mfg Co New Britain
Sewing Machines		Steel—Magnetic		Valves—Relief & Control
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven	Cinaudagraph Corporation	Stamford	Beaton & Cadwell Mfg Co New Britain
The Merrow Machine Co (Industrial)	Hartford	Stereotypes		Ventilating Systems
2814 Laurel St		W T Barnum & Co Inc	New Haven	Colonial Blower Company Hartford
Shaving Soaps		Stop Clocks, Electric		Vises
The J B Williams Co	Glastonbury	The H C Thompson Clock Co	Bristol	The Charles Parker Co Meriden
Shears		Studio Couches		Washers
The Acme Shear Co (household)	Bridgeport	Watbury Mattress Co	Watbury	The Blake & Johnson Co (brass, copper & non-ferrous)
Sheet Metal Products		Surface Metal Raceways & Fittings		American Felt Co (felt) Waterville
The American Brass Co (brass and copper)	Watbury	The Wiremold Company	Hartford	Clark Brothers Bolt Co Milldale
Sheet Metal Stampings		Switchboards		The Sessions Foundry Co (cast iron) Bristol
The American Buckle Co	West Haven	Plainville Electrical Products Co	Plainville	J H Sessions & Son Bristol
The Patent Button Co	Watbury	Switchboards Wires and Cables		The Raybestos Div of Raybestos-Manhattan Inc (clip washers) Bridgeport
J H Sessions & Son	Bristol	Rockbestos Products Corp (asbestos insulated)	New Haven	Watches
Showcase Lighting Equipment		Switches		Benrus Watch Co 30 Cherry St Waterbury
The Wiremold Company	Hartford	Colt's Patent Fire Arms Mfg Co	Hartford	Waterproof Dressings for Leather
Signals		Tableware—Stainless Steel		The Visco Company Stamford
The H C Cook Co (for card files)	Ansonia	International Silver Co	Meriden	Webbing
32 Beaver St		Tanks		The Russell Mfg Co Middletown
Silks		The Bigelow Company (steel)	New Haven	Welding Rods
Cheney Brothers	South Manchester	Tape		The Bristol Brass Corp (brass & bronze) Bristol
Silverware		The Russell Mfg Co	Middletown	Wicks
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden	Tap Extractors		The Russell Mfg Co Middletown
Silverware—Hotel & Institutional		The Walton Co	94 Allyn St Hartford	The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks) Bridgeport
International Silver Co	Meriden	Taps, Collapsing		Wire
Silverware—Plated Hollowware		The Geometric Tool Co	New Haven	The Bristol Brass Corp (brass & bronze) Bristol
International Silver Co	Meriden	Tarred Lines		The Driscoll Wire Co (steel) Shelton
Silverware—Sterling & Plated Trophies		Brownell & Co Inc	Modulus	Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
International Silver Co	Meriden	Telemetering Instruments		The Atlantic Wire Co (steel) Branford
Silverware—Sterling Silver Hollowware		The Bristol Co	Waterbury	The Platt Bros & Co (zinc wire) P O Box 1030 Waterbury
International Silver Co	Meriden	Textile Machinery		Rockbestos Products Corp (asbestos insulated) New Haven
Silverware—Tableware, Silver		The Merrow Machine Co	Hartford	Scovill Manufacturing Co (brass, bronze and nickel silver) Waterbury
International Silver Co	Meriden	2814 Laurel St		Wire Arches and Trellis
Silverware—Tableware, Silver Plate		Textile Mill Supplies		The John P Smith Co 423-33 Chapel St New Haven
International Silver Co	Meriden	Ernst Bischoff Company Inc	Ivoryton	Wire Baskets
Silverware—Tableware, Sterling		Textile Processors		Rolock Inc (for acid, heat, degreasing) Southport
International Silver Co	Meriden	The Aspinook Corp (cotton)	Jewett City	Wire Cable
Sizing and Finishing Compounds		Thermometers		The Bevin-Wilcox Line Co (braided) East Hampton
American Cyanamid & Chemical Corp	Watbury	The Bristol Co (recording and automatic control)	Waterbury	Wire Cloth
Smoke Stacks		Thin Gauge Metals		The C O Jelliff Mfg Co (All metals, all meshes) Southport
The Bigelow Company (steel)	New Haven	The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	The John P Smith Co 423-33 Chapel St New Haven
Soap		Thread		Wire Drawing Dies
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	Max Pollack & Co Inc	Groton	The Waterbury Wire Die Co Waterbury
Special Parts		The American Thread Co	Willimantic	Wire Dipping Baskets
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St	The Gardiner Hall Jr Co (cotton sewing)	South Willington	The John P Smith Co 423-33 Chapel St New Haven
Sponge Rubber		Threading Machines		Wire Formings
The Sponge Rubber Products Co	Derby	The Grant Mfg & Machine Co (double and automatic)	Bridgeport	The Autoyre Co Oakville
Spreads		Time Recorders		Wire Forms
Palmer Brothers Company	New London	Stromberg Time Corp	Thomaston	The Humason Mfg Co Forestville
Spring Coiling Machines		Timers, Interval		The Wallace Barnes Co Div Associated Spring Corp Bristol
The Torrington Manufacturing Co	Torrington	The H C Thompson Clock Co	Bristol	Wire Goods
Spring Units		Tinning		The Patent Button Co Waterbury
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	Wilcox Crittenden & Co Inc	Middletown	The American Buckle Co (overall trimmings) West Haven
Spring Washers		The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	Scovill Manufacturing Co (To Order) Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	Tools		Wire Mesh
Springs—Coil & Flat		The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	Rolock Inc (all meshes and metals) Southport
The Humason Mfg Co	Forestville	141 Brewery St.		Wiremolding
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	The Wiremold Company Hartford
Springs—Flat		Tools, Dies & Fixtures		Wire Nuts—Solderless
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The Greist Mfg Co	New Haven	The Wiremold Company Hartford
Springs—Furniture		Toys		Wire Reels
Owen Silent Spring Co Inc	Bridgeport	A C Gilbert Company	New Haven	The A H Nilson Mach Co Bridgeport
Springs—Wire		The Gong Bell Co	East Hampton	Wire Partitions
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The N N Hill Brass Co	East Hampton	The John P Smith Co 423-33 Chapel St New Haven
Springs, Wire & Flat		Trucks—Lift		Wire Rings
The Autoyre Company	Oakville	The Excelsior Hardware Co	Stamford	The American Buckle Co (pan handles and tinnings) West Haven
Stair Pads		Trucks—Skid Platforms		Woodwork
Palmer Brothers Company	New London	The Excelsior Hardware Co (lift)	Stamford	C H Dreaser & Son Inc (Mfg all kinds of woodwork) Hartford
Stamps		Tube Clips		Yarns
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St.	The H C Cook Co (for collapsible tubes)	Ansonia	The Ensign-Bickford Co (jute carpet) Simsbury
Stampings—Small	New Haven	32 Beaver St		Zinc
The Greist Manufacturing Co	New Haven	Tubing		The Platt Bros & Co (ribbon, strip and wire) Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The American Brass Co (brass and copper)	Watbury	Zinc Castings
Staples		Scovill Manufacturing Co	Watbury	Newton-New Haven Co Inc 688 Third Ave West Haven
Sargent and Company	New Haven	Typewriters		(Advt.)
Steel Castings		Underwood Elliott Fisher Co	Hartford	
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	Typewriter Ribbons		
Malleable Iron Fittings Co	Branford	Underwood Elliott Fisher Co	Hartford	
Nutmeg Crucible Steel Co	Branford	Underclearer Rolls		
Steel—Cold Rolled Spring		Sonoco Products Co (Climax-Lowell Div)	Mystic	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	Vacuum Cleaners		
Steel—Cold Rolled Stainless		The Spencer Turbine Co	Hartford	
Wallingford Steel Company	Wallingford			

SERVICE SECTION

FOR SALE—RENT—WANTED

FOR SALE—Approximately 1900 pounds of 1½" wide x .010 hard hi brass in rolls. Address S. E. 160.

FOR SALE OR RENT—In commercial zone, 1/3 acre land on corner, with brick building 40 x 40, all enclosed with high Anchor wire fence, near railroad siding. Special price for quick sale. Address S. E. 161.

FOR SALE—One ton Electric Triplex Hoist, 220 volts, 14 feet lift. S. E. 162.

FOR SALE—Pratt & Whitney screw cutting lathe, 18" x 5' with taper attachment. First-class condition except that it has no change gears. S. E. 163.

FOR SALE one virtually brand new 24" Coulter shaping planer, complete with motor and various attachments. Address S. E. 164.

FOR SALE large factory building, two stories high, brick and steel beam construction, adjoining main building one story high. Rear of main building is a wooden storehouse, office building, with two-car wooden garage. Land joins office building which is being surveyed. Large water tank on brick standard; two steam boilers of 125 H. P. each, one Corliss steam engine and outside electric power lines connected to mill; automatic sprinklers and ample supply of pond water from large reservoir. For more information address S. E. 165.

FOR SALE AT BARGAIN. Brick Mill 150 x 42, three stories high, 15,000 square feet. Floor Space, 11 acres of land, 75 acres of water in reservoir with all water rights. Water power at mill is 75 H.P., 49' fall, Bradway 15" wheel, one 72" H.R.T. boiler with 128 H.P. Corliss Steam Engine. Located in Eastern Connecticut. About 40 miles from Hartford. Apply A. R. Pinney, 168 Edgewood Ave., Longmeadow, Mass.

EMPLOYMENT

PLANT MANAGER—SUPERINTENDENT—American; 33; not a graduate but a thoroughly experienced engineer; mechanic and manufacturing executive. Pressed and deep drawn metal stampings; screw machine products; castings; die forgings; cold headed products; dies; tools; fixtures. Records of efficiency; cost results; labor relations, and references submitted to principals. Address P. W. 600.

YOUNG LADY who has been doing tracing work for several years and who has just completed, with high marks, a drafting course at New London Junior College, desires a position as a draftsman in the drafting department of a Connecticut manufacturer. For further details and interview, address P. W. 610.

EXECUTIVE. Man with mature experience who has specialized in economics and finance and who has had a wide experience in business and a 6-year turn as secretary of a large manufacturers association seeks an opportunity to put his talents to work for defense during the present emergency. His salary requirements are extremely reasonable. Address P. W. 611.

EXECUTIVE ASSISTANT, age 35, College graduate experienced in financial statistics and auditing. Several years employed by large insurance company. Has had investment purchasing experience and is qualified as statistical analyst. Desires position in industry where he can assist in analyzing and solving the many new problems facing executives as a result of defensive program. Address P. W. 612.

PERSONNEL or Administrative post in private industry is now being sought by a competent woman who has had long experience in personnel and administrative work in Government posts. For details of experience write P. W. 613.

SALESMAN: Three years selling experience; 27; married, one child; good pushing salesman with background of experience covering retail and department store trade. Address P. W. 614.

COMBUSTION ENGINEER—Man with proven record of ability to reduce fuel costs sufficient to pay his salary and a handsome profit to his employers, desires to make connection with large Connecticut manufacturer, or will consider doing this type of work for several companies on a fee basis. Address P. W. 615.

PRODUCTION MANAGER—Mechanical Engineer who has also studied cost accounting, business administration and factory management, and who has had a broad experience in factory management, tool and die design and construction, plant layout, methods, production

control, purchasing and personnel, seeks to locate with large Connecticut or New England manufacturer as production manager. Now employed in New York state. Address P. W. 616.

PERSONNEL MAN—age 31, two years graduate work in testing and counselling. Recently released from Army. Experience in interviewing and use of industrial aptitude tests. Address P. W. 617.

PYHICIAN, General Practitioner, not eligible for draft, would be interested in industrial medical work, preferably part time. Address P. W. 618.

POSITION WANTED. Alert, resourceful, thoroughly experienced in organizing production planning and control systems and plant lay-out work. College graduate, 20 years with two leading manufacturers. Available now. Address P. W. 619.

SEASONED EXECUTIVE. Graduate of U. S. Naval Academy who has progressed from workman to foreman, to superintendent, works manager and head of the business and who has placed two run-down companies on a profit basis, is now available to tackle another difficult assignment in the metals industry field. For references and further details address P. W. 620.

ACCOUNTANT. Experienced in cost and general accounting, capable of filling an executive position. Ten years successful record as manager of works accounting, budget control, stock control, general and private ledgers. Proficient in the handling of employees. Address P. W. 621.

PLANT MANAGER-SUPERINTENDENT. Thorough mechanic and seasoned executive with experience covering from the building and organization of a plant to the delivery of the finished product. Will interview principals only. Record and credentials of a high order. Address P. W. 622.

POSITION WANTED. As superintendent with woolen or worsted mill, experienced in all departments from wool scouring up to and including finishing operations on all types finishes. Also experienced as textile engineer, making surveys, research and development work. American, age 52. Address P. W. 623.

UNDERGRADUATE NURSE. Graduate of a class A school of physical therapy desires position as physiotherapist in an industrial concern. Eight years experience in the treatment of industrial injuries and nine years experience in all branches of physical therapy including massage and corrective exercises. Address P. W. 624.

PRODUCTION WORK WANTED . . . Seven years experience with Connecticut manufacturer . . . have applied time study . . . familiar with filling defense contracts . . . penalties, etc. attached to same . . . 31 years of age and single . . . interviews appreciated . . . Address P. W. 625.

INDUSTRIAL CAFETERIA MANAGER, thoroughly competent executive, many years' experience as chief of large commissaries, U. S. Navy and industrial; complete knowledge layout, purchase, installation of equipment, food preparation and service; shrewd buyer foodstuffs and supplies, planning economical, wholesome, appetizing menus, food cost control, dietetics; capable supervising several units. Highest credentials. Available now. Address P. W. 626.

EXECUTIVE—Market-Minded. Knows advertising, sales management and co-ordination with production. Has been active, both large and small business. As assistant to president, has been trouble shooter in large organization. Has built national distributing forces. Understands people, customer relations. Excellent styling sense. Export in market and product research for long-range planning. Address P. W. 627.

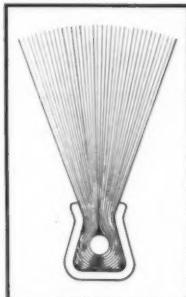
GRADUATE of Georgetown University Law School. Extensive law experience. Also corporate, personal and other tax work, general corporate, contract, estate, real estate, banking, etc. Business experience as well as legal. Interested in business and legal work connected with armament or munition. Address P. W. 628.

ELECTRICAL ENGINEERS GENERAL CONSTRUCTION and Plant Installation experience. Familiar with mechanical and building trades. Interested in Plant Engineering and Maintenance. Address P. W. 629.

EDITORIAL—Experienced newspaper and magazine writer desires permanent connection as member of editorial staff of a house organ or field magazine. He has a well established name as a columnist. Desires to locate in vicinity of Hartford. Address P. W. 630.



Steelgrip Construction Marks a Great Advance in the Application of Brushes to Machinery



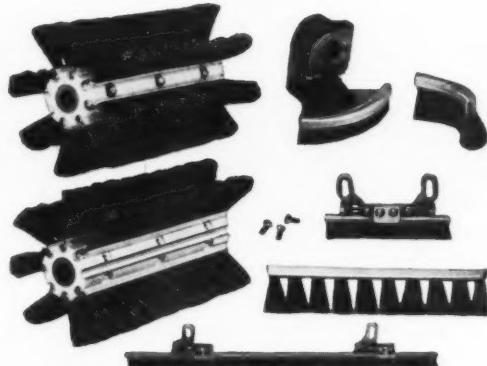
CROSS SECTION OF
STEELGRIPT
CONSTRUCTION

FULLER BRUSHES are playing an ever increasing part in the industrial field, through the development of the exclusive, patented Steelgrip construction.

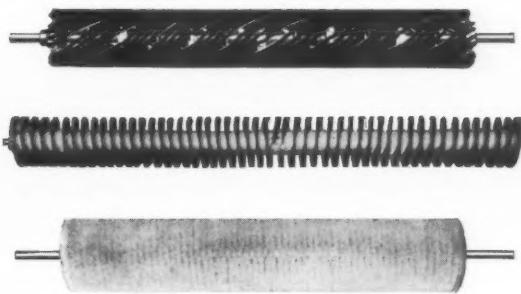
Among the many industries in which Steelgrip Brushes are performing a great variety of operations to the complete satisfaction of users are food packing plants, cotton and woolen mills, hide and leather tanners and finishers, candy makers, etc.

Steelgrip is an entirely different and exclusive type of brush construction. Old style, tufted cores are replaced by brush material "rolled" into metal strips, which can be coiled or formed in many ways around a permanent metal core. When worn, brush strips can be readily replaced using the original core.

If you have a brush problem, our Engineering Division will be glad to consult with you.



REFILLABLE STEELGRIPT BRUSHES USED
IN BOX WRAPPING MACHINERY



STEELGRIPT TEXTILE BRUSHES

ALSO THE FULLER STANDARD LINE OF FLOOR
BRUSHES, DUSTERS, MOPS, AND THE FAMOUS
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"Service to the Nation in Peace and War"

Following the last World War a bronze and marble group was placed in the lobby of the American Telephone and Telegraph Company building in New York. On it are inscribed these words: "Service to the nation in peace and war." Now we are in another war — a war in which rapid telephone communication assumes ever greater importance. We telephone workers pledge ourselves again to the service of the nation — to maintain and enlarge the speechways of America — to do our full share for the Victory that will surely be ours.

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

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